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REPORT OF GRAIN DEALERS NATIONAL CONVENTION IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

Vol. XXXV.

CHICAGO, ILLINOIS, OCTOBER 15, 1916.

No. 4.

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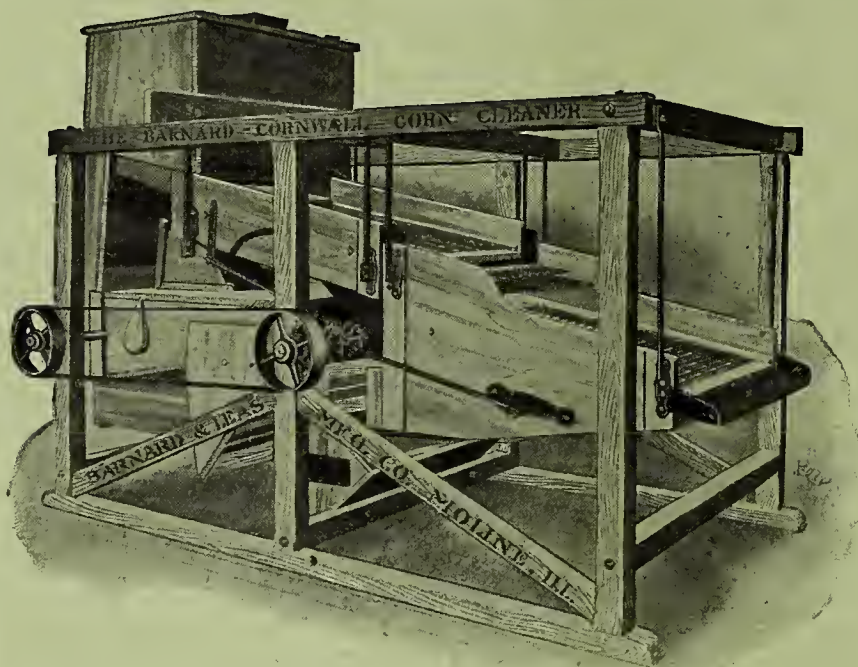
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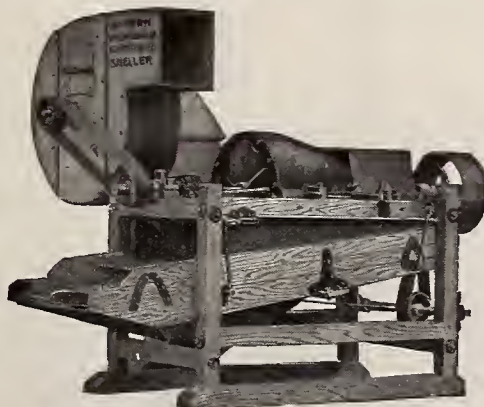
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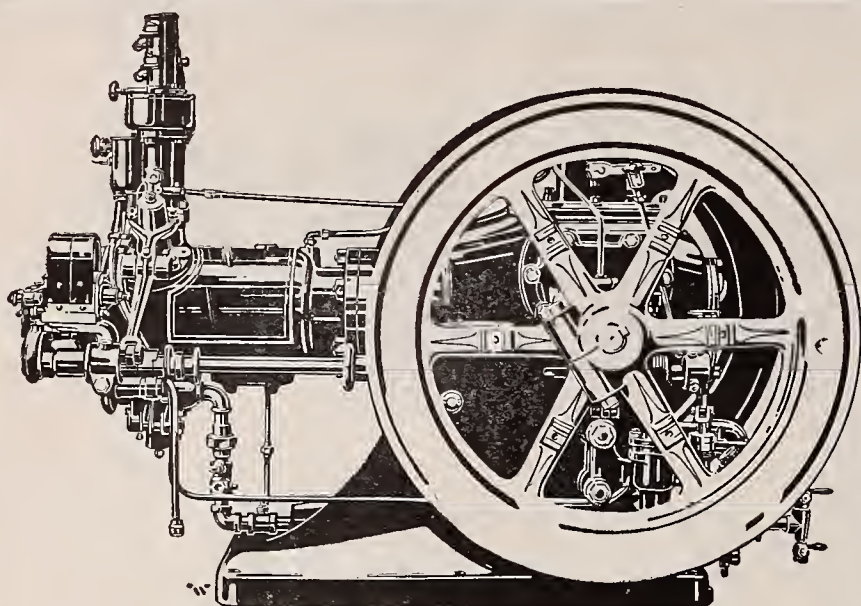
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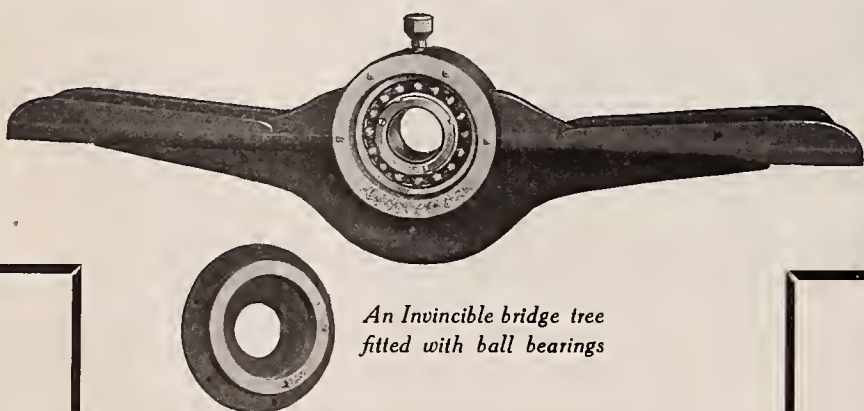
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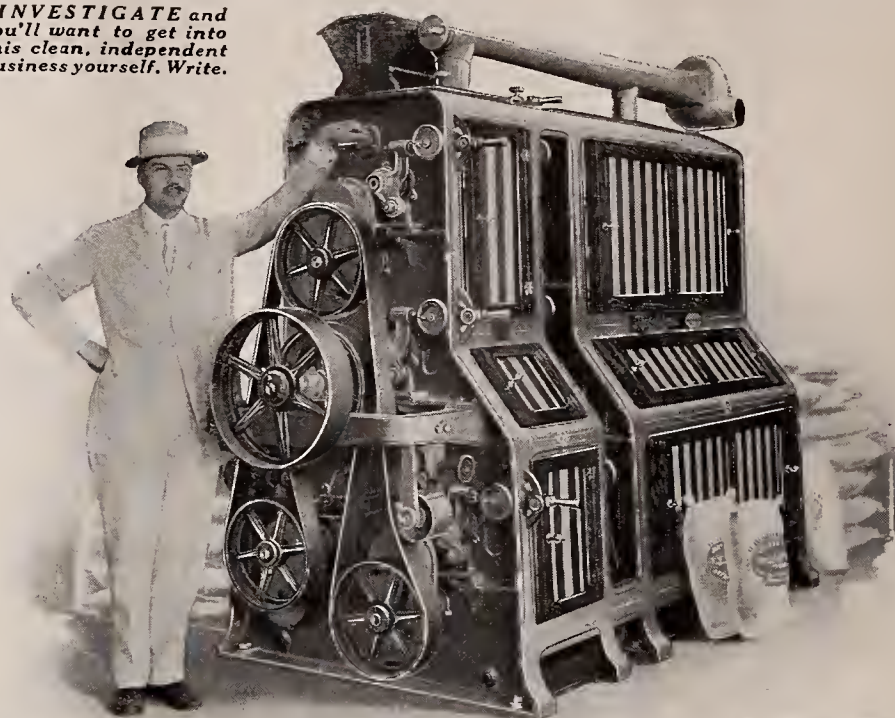
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Decatur, Illinois

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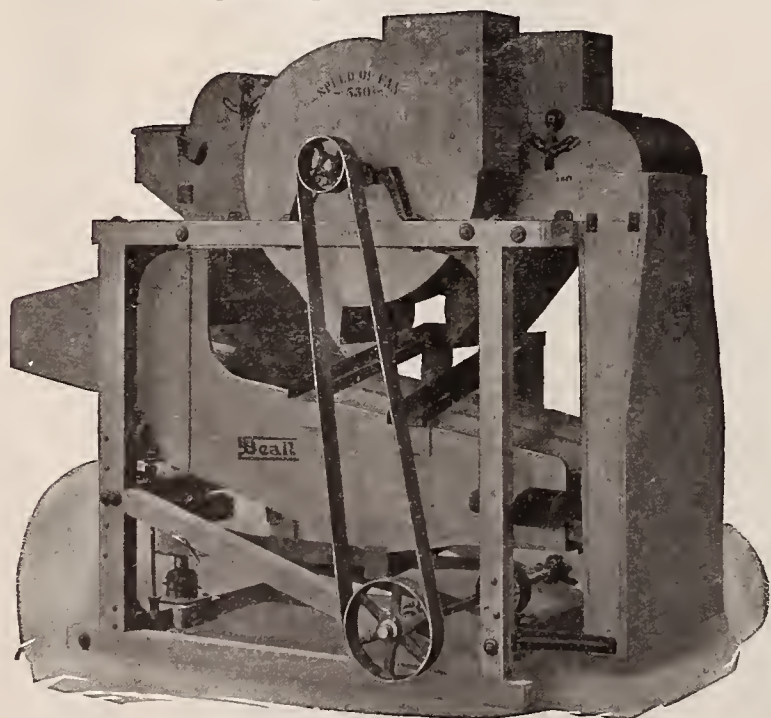
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is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

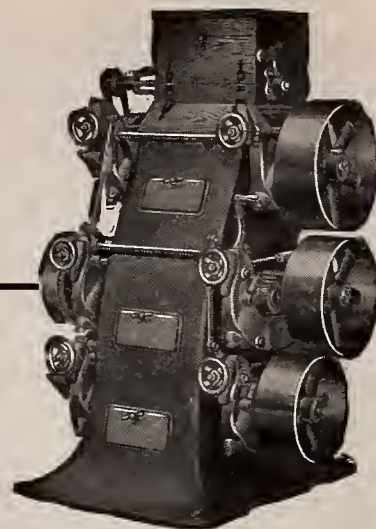
- 1st. It has a rotating motion, slow speed and perfect balance.
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- 3rd. It has large capacity for the amount of floor space.
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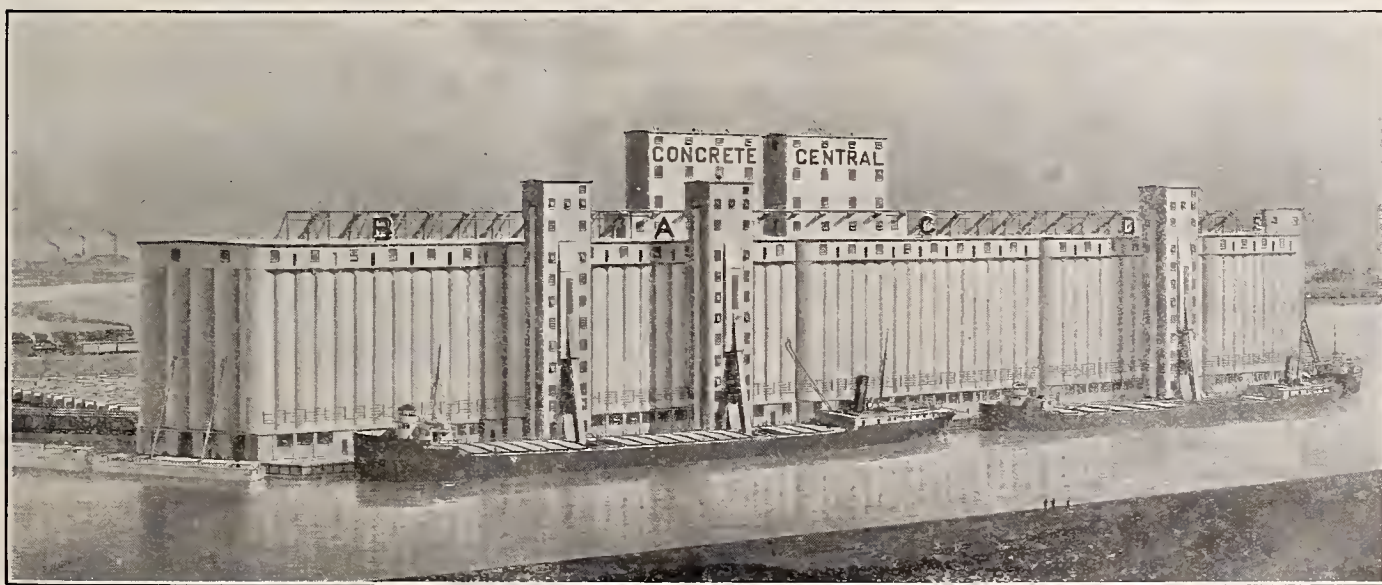
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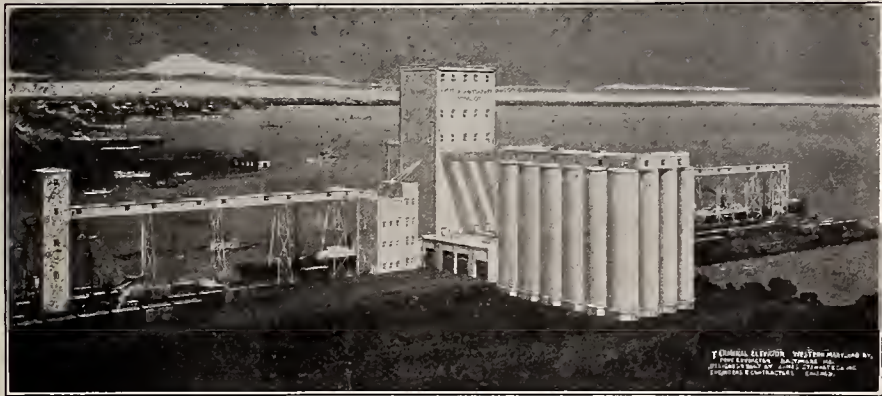
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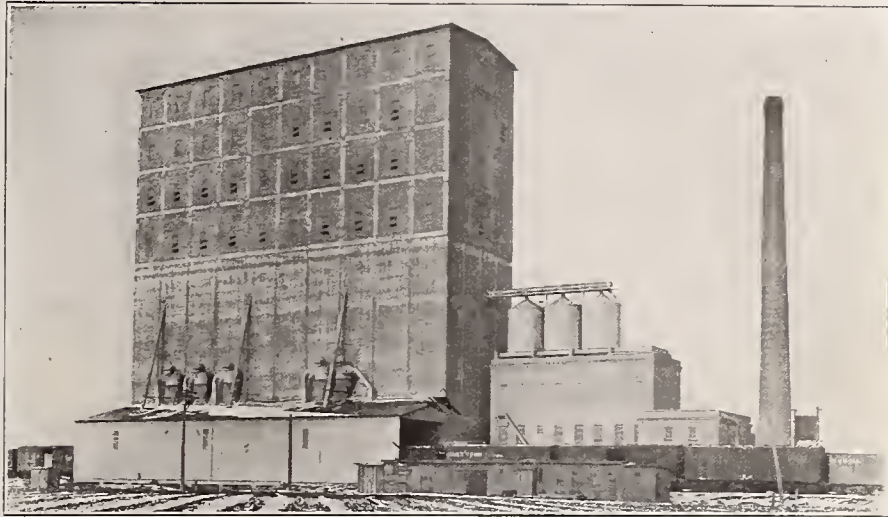
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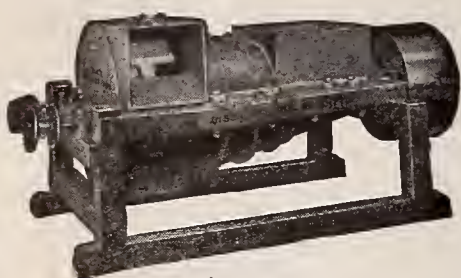
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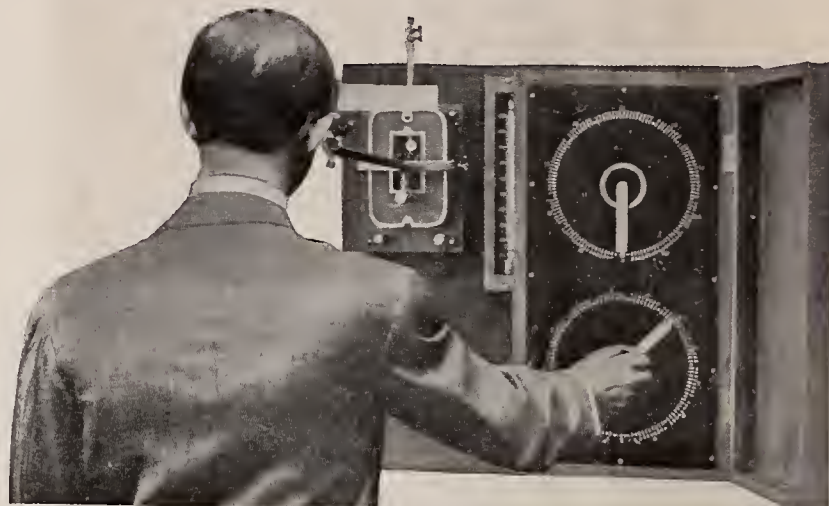
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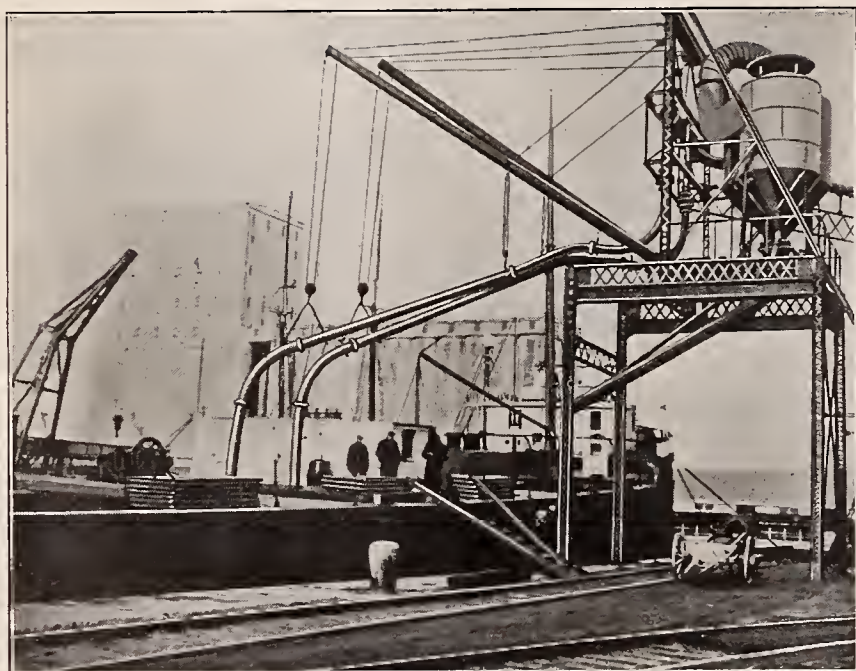


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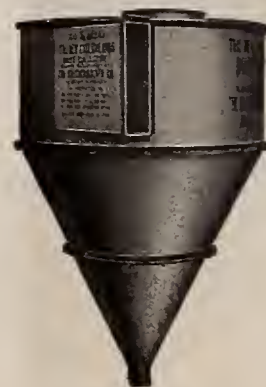
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ALL STEEL

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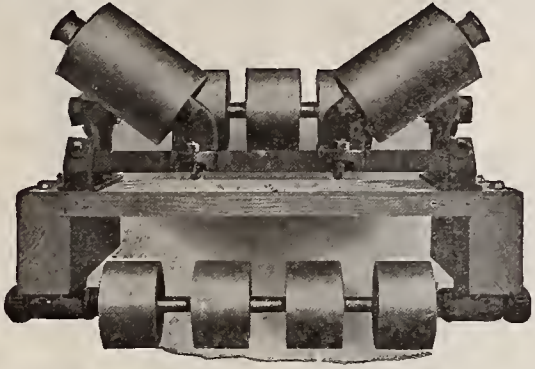
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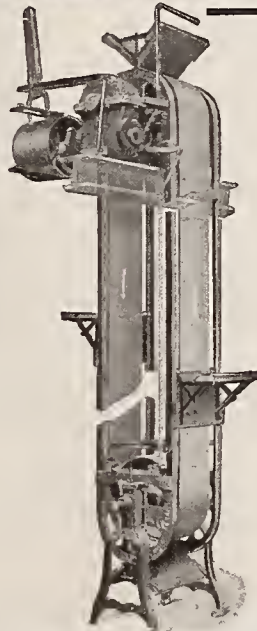
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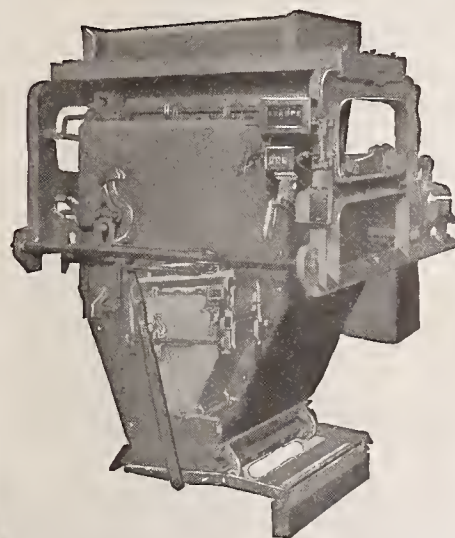
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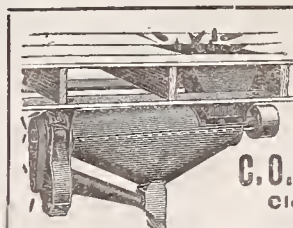
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in every kind of dust, and is
the most reliable protector
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Nickel-plated protector, \$1.
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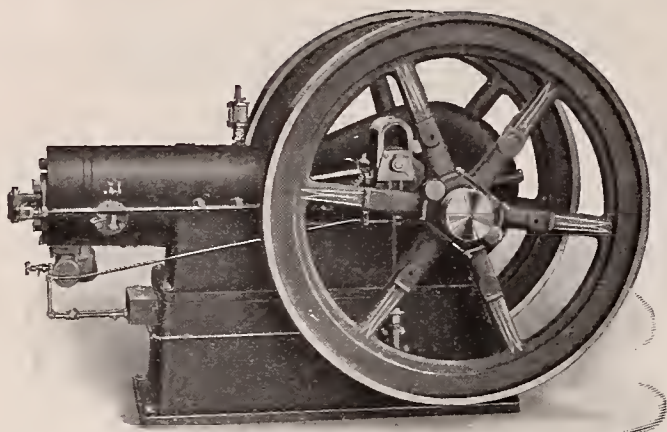
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**Note
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Weighs same weight per discharge on all grains.

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It is more than just a combination of parts—it embodies the talent, the experience, the "know-how" of scale building that brings to you a *successful weighing service*.

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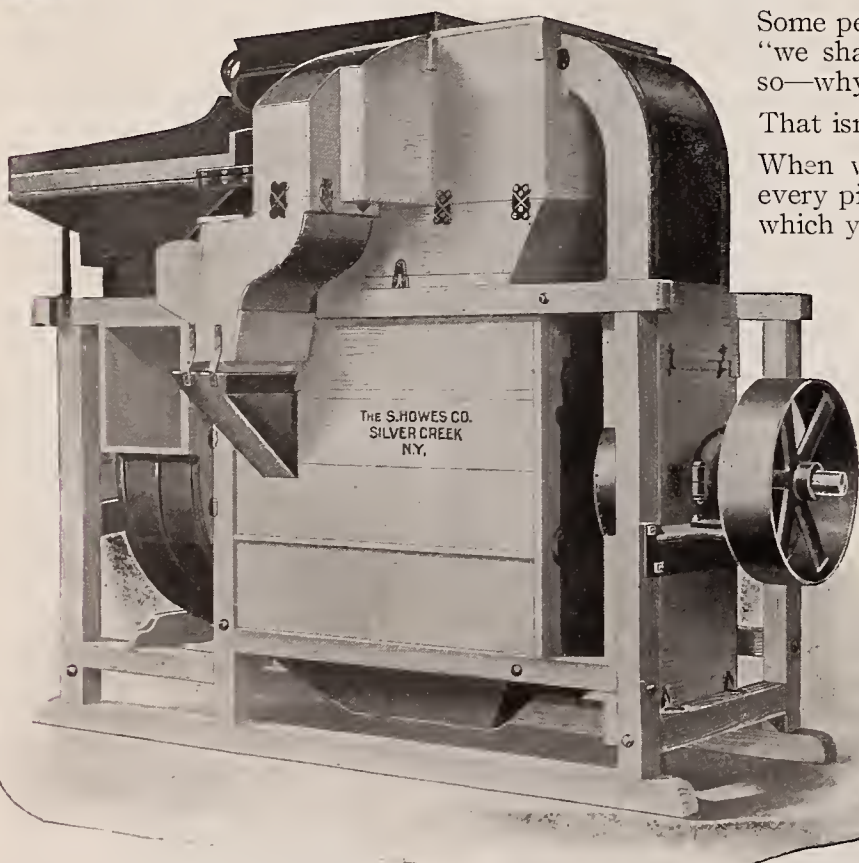
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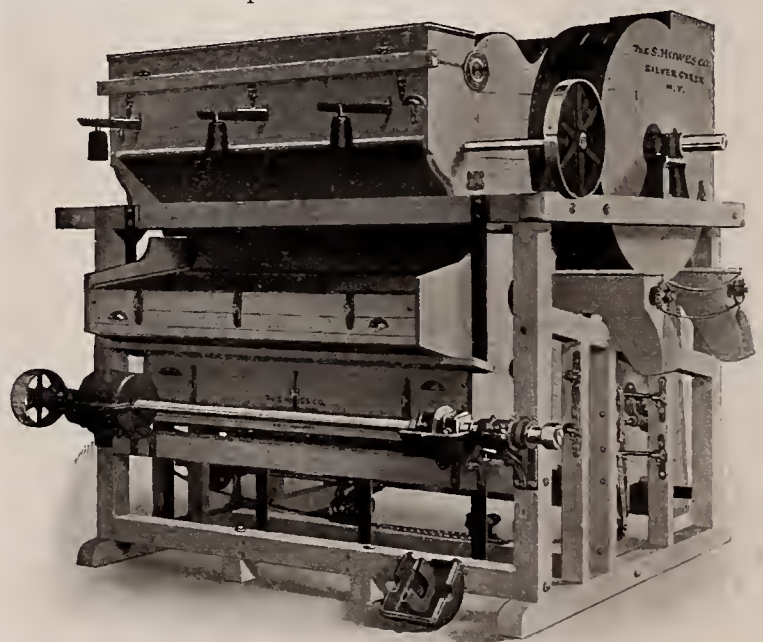


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That isn't the way to look at a Eureka product.

When we build we put the best-we-know-how into every piece and we include all those special features which you need.



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A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

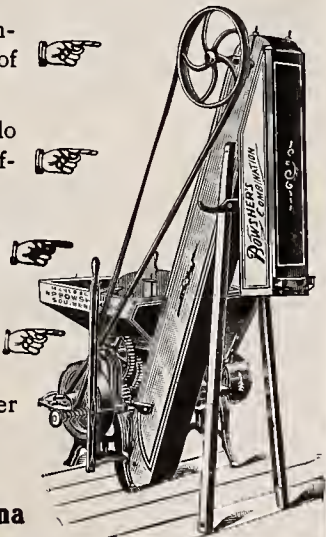
A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

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We can save you considerable time
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Complete slow speed dust collecting systems
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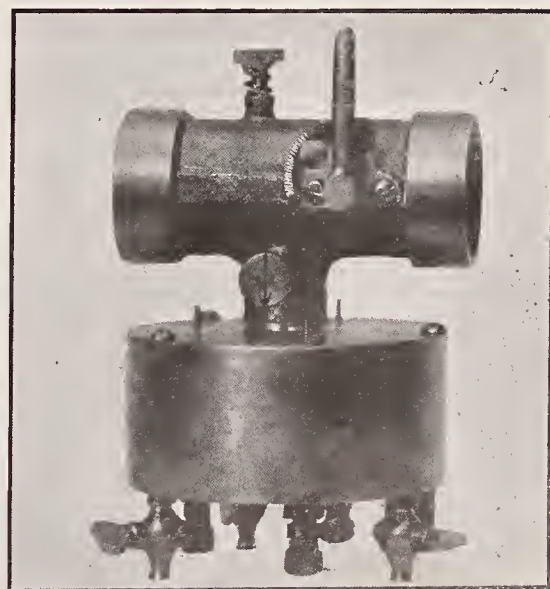
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CUT OUT THE "TAX ON GASOLINE"

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**Six Reasons Why You Should Use
Our KEROSENE CARBURETOR**

1. Because it uses Kerosene successfully, and kerosene is from one-half to one-third cheaper than gasoline, and has greater explosive power.
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REFERENCES: American National Bank, Frankfort, Ind., Dun or Bradstreet.

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Frankfort, Indiana

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NOW!

IS THE TIME TO SEE THAT

- all chimneys are in good condition.
- your office stoves and others, are set up right.
- steam pipes do not come in contact with wood.
- tramps are not allowed to loaf around the plant.
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- machinery bearings do not run hot.
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- all water barrels are full and pails hang beside them. 25% of the fires are extinguished by the use of these.
- all fire fighting apparatus is in good working order.
- all precautions are taken at all times to avoid fire starting in your plant.
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**We devote our time and efforts
to the promotion of the business
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**URMSTON
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General Offices—Indianapolis, Indiana

**SELL US YOUR GRAIN
SEND US YOUR CONSIGNMENTS**


Shippers to Every Direction

NORTH

WEST

EAST

SOUTH



The illustration shows a grain elevator car with a hopper at the front. The side of the car is divided into three sections. The left section contains the text 'MOORE-SEEVER GRAIN CO. RECEIVERS AND SHIPPERS 520-3 BOARD OF TRADE KANSAS CITY, MO.' The middle section features a circular logo with 'QUALITY SERVICE' inside. The right section lists 'WHEAT CORN BARLEY OATS'. The car is shown on tracks with wheels and a coupling at the front.

Get In Touch With Us

We Specialize in

Feed Barley
Milo Maize
Kaffir Corn
Mill Feed
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We are especially equipped to supply all orders filled to suit buyers of split or straight cars.

Our privately owned elevator is especially equipped for sacked or bulked grain.

We handle large quantities for both export and domestic trade.

WRITE US YOUR NEEDS

Western Grain Company

Gibraltar Bldg.

Kansas City, Mo.

J. Rosenbaum Grain Company

(INCORPORATED)

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Chicago and Fort Worth

Terminal Elevators
KANSAS CITY

HUNDREDS OF MILES!

Hours by mail, but minutes by wire
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You will get the same complete and instantaneous grain information and service over our fast private wire to Chicago as though you called at our Chicago offices.

MACKENZIE & DAY

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ARMOUR Grain Co.

GRAIN DEALERS

CONSIGNMENTS SOLICITED
This department is fully equipped
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service in Chicago.

208 South La Salle St., CHICAGO

Wagner 1916-17 Grain Letters

*Use Wagner Cash Grain Service
Write or Wire Jim Fones*

Frank Crane defines Conviction as an automatic conclusion of the mind after honest consideration.

The **Wagner Letters** answer this description. We send them free to contemplative investors.

E. W. Wagner & Co.

Established 29 Years

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ROGERS SERVICE

Very many people know what it is to
"GO FARTHER AND FARE WORSE"

Our customers know there is no substitute for our service and we invite new customers to give us a fair trial and then judge for themselves.

Prompt returns with checks to balance.

All branches of the Grain Business.

ROGERS GRAIN COMPANY

Fourth Floor, Postal Telegraph Bldg.
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Bartlett Frazier Co.

Western Union Building
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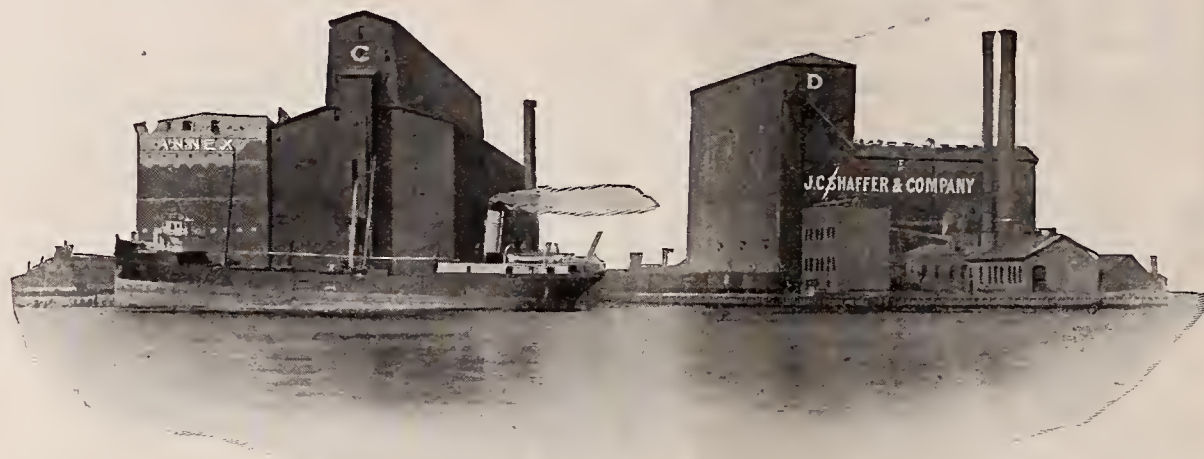
Receivers and Shippers of All Kinds of Grain

¶ Always in the Market
to Buy at Outright Prices.
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¶ Special Attention Given
to Consignments. Our
Facilities for Handling
same are the Best.

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Operating
South Chicago Elevators C. C. Annex and D.

Consignments Solicited

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CHICAGO

BUMPER CROPS FOR CUSTOMERS MEAN BETTER BUSINESS FOR YOU

If every one of your customers increased crop yields 10 to 100%, how much would it increase your business?

If you taught John Smith how to get \$150 more per year from a 20-acre field, wouldn't John Smith be your life-long customer? That \$150 might settle John's account.

If you, for instance, each year sold 100 John Smiths fertilizers that enabled them to add to their farm incomes and handled the crop increase wouldn't it make a big difference in your income?

If you handle fertilizers or not, a general knowledge of soils and the ability to advise as to soil and crop needs will help your business.

Whether you sell fertilizers or not, the ability to help your customers grow bigger crops of better quality is worth dollars to your business.

Information contained in our crop bulletins will enable you to talk crops, soils, drainage, lime and fertilizer intelligently.

A request will bring all our ten free bulletins. Write the

SOIL IMPROVEMENT COMMITTEE
OF THE NATIONAL FERTILIZER ASSOCIATION
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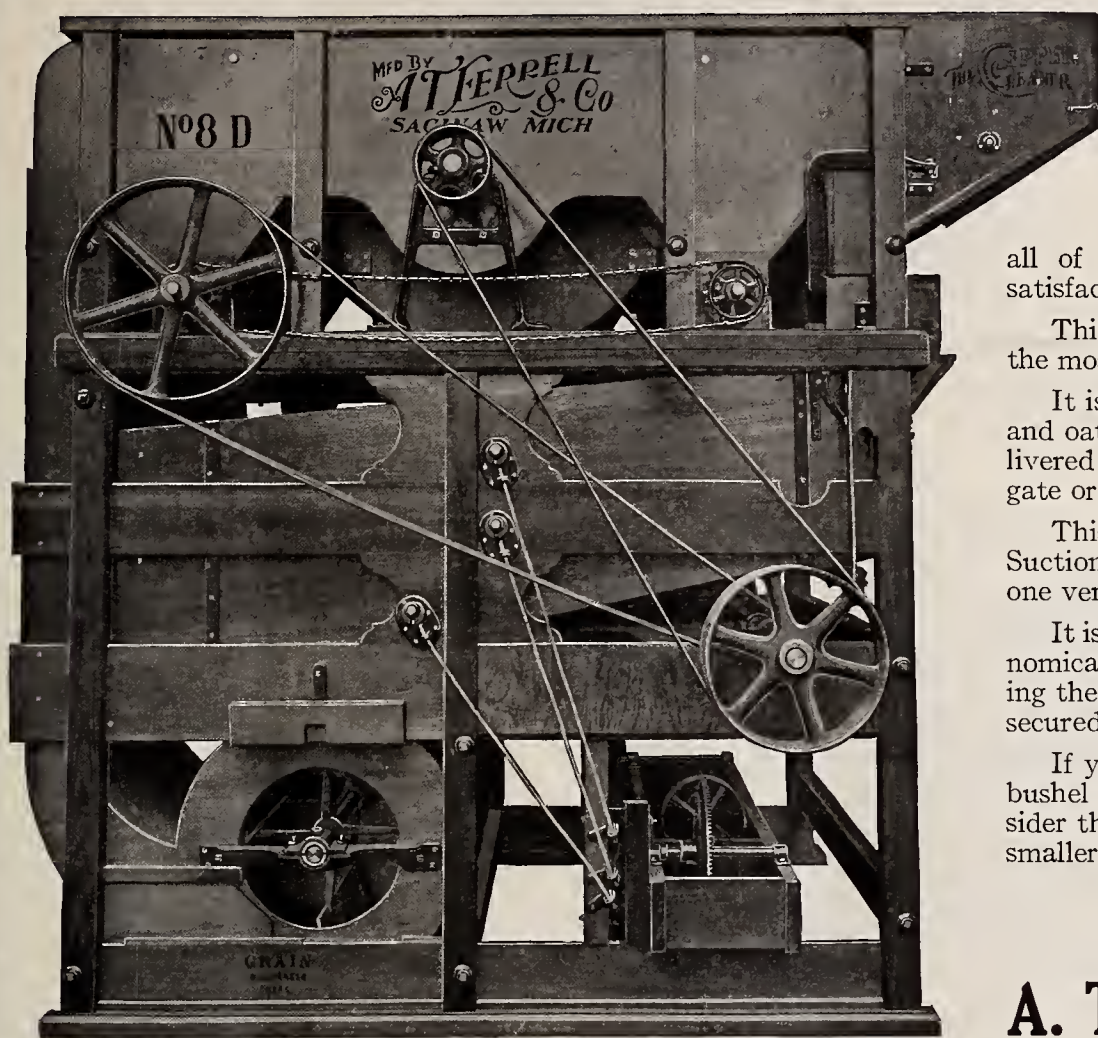
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The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

*Write for circular giving full particulars,
price and discount.*

A. T. FERRELL & CO., SAGINAW MICHIGAN

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



Outside View of Ellis Driers installed for Hales-Edwards Company, Riverdale, Ill.

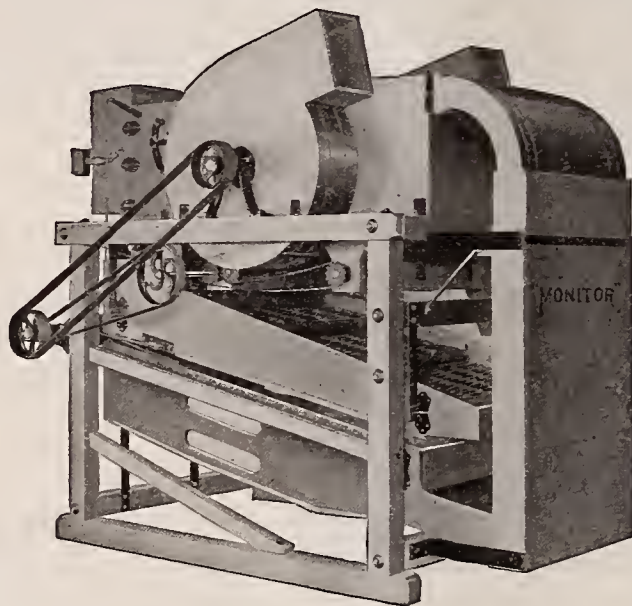
DEPENDABILITY

is a prime factor in the success of the ELLIS DRIER. No matter what the condition of the grain you have to dry—the ELLIS DRIER may be depended upon to produce a product which is uniformly dried and cooled and free from all parchie, cracking, or blistering effects.

If you are looking for dependability in Grain Driers, you can't make mistake by purchasing the "ELLIS."

The Ellis Drier Company

Oat Purifiers Postal Telegraph Building Grain Driers
Chicago, Ill.

*Monitor***"COMBINED" Corn AND Grain Cleaner****The Original****Patented****Multiplies Cleaning—by 2**

Instead of one it's two, instead of stopping to change screens, etc., with this original "Combined"—this altogether-different type of "Combined" Cleaner, the user merely throws a two way distributor and in 30 seconds has changed the machine from a Corn Cleaner to a Grain Cleaner, or vice versa. Where small grains and corn are received into the Elevator this "Combined" Cleaner works a wonderful advantage, so much so that since its adoption hundreds of users would not consider any other type of machine.

A self-balancing shoe drive; perfected screen distributors; wide expansion air chambers; low speed; entirely controllable fans; perfected eccentric drive; heavy-service, deep reservoir, self-oiling bearings; patent, non-choke feed; a simpler and better construction than other Cleaners have—these and some other 15 features that our literature explains will convince you that this is the last word in Two-In-One Cleaners, as it was the first.

Cracked
Corn
Cleaners and
Graders

Oat
Clippers
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Smutters

137
Models of
Grain
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HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, OCTOBER 15, 1916.

No. 4

The New Pennsylvania Railroad Elevator at Baltimore

Complete Description of New 4,000,000-Bushel Elevator Which Will Replace the One Burned Last June—Many Interesting Features Incorporated by the Designers

ONE of the features of the convention at Baltimore was the eleventh-hour announcement by President Legg of the Baltimore Chamber of Commerce that the Pennsylvania Railroad Company had appointed James Stewart & Co., Inc., of Chicago, as the engineers to prepare plans for the new Canton Elevator to replace the one burned last spring, and that the elevation sketch of the new elevator was now on exhibition. This is shown in the illustration accompanying this article.

The new plant is to have a capacity of 4,372,000 bushels in addition to the present 1,000,000 bushel concrete storage. The plant is to consist of workinghouse, storage annex, drier, shipping galleries, marine tower for unloading grain from bay boats, dust house, car shed with a capacity of 20 cars over the pits at one time, two Stewart Type Automatic Car Unloading Machines and drip shed.

There are four unloading tracks through the track shed with five pits on each track. Each car pit is provided with automatic car shovels and each track is served with a car puller capable of pulling 20 loaded cars. The receiving tracks are arranged so that 20 loaded cars can be put on each track and as the cars are unloaded they are to be pulled out on the pier where each track has a capacity of 20 empty cars. The new track location is to be the same as for the old elevator and the tracks run along the side of the present 1,000,000-bushel storage.

At the inshore end of the track shed two Stewart Type Automatic Car Unloading Machines are provided and each of these machines will unload eight to 10 cars per hour in addition to the unloading capacity of the track shed.

A drip shed is provided at the end of the car

dumping machines long enough to cover five cars on each track. The cars will be handled with the car pullers located at the outshore end of the track shed. Special car pullers will take care of the automatic car dumping machines.

The overall dimensions of the track shed, drip shed and car dumping shed are approximately 478 feet long and 72 feet 4 inches wide.

The overall dimensions of the workinghouse are 211 feet long, 61 feet 2 inches wide and 202 feet 4 inches from the pile cutoff to the top of the roof. This house is four bays wide and 13 bays long. There are five receiving legs and eight shipping legs, each of 20,000 bushels per hour capacity, and six cleaner legs of 15,000 bushels per hour each.

There are 19 2,000-bushel scales with 3,000-bushel garners above them or one scale for each leg. There are 26 Mayo Spouts, each having a radius of 21 feet. These Mayo Spouts are located in the two center bays of the house, one in the center of each bay.

The grain is brought to the receiving legs on 42-inch conveyors extending out under the track shed. These receiving conveyors each serve four receiving pits, each receiving pit to have a capacity of 2,000 bushels, and the slides of which are operated with improved interlocking lever devices.

There are 10 No. 15 Invincible Cleaners arranged in batteries of two, and two No. 11 Invincible Clippers arranged in battery, each battery spouting direct to its cleaner leg.

For transferring, mixing and bringing grain from the drier, two 42-inch reversible conveyors are provided in the basement, one serving the receiving and shipping legs and one serving the cleaner legs. The 42-inch reversible conveyor serving the receiving and shipping legs is so arranged for mixing pur-

poses that grain may be brought from any or every bin in the workinghouse, and any or every bin in the entire storage, at one time and loaded on this belt and elevated by the legs at either end of the workinghouse. By means of these belts grain may be belted from the drier and spouted direct to any leg in the house, or grain may be spouted from any of the workinghouse bins onto these belts and elevated by any leg.

The bins in the workinghouse are 75 feet deep. There are 138 of them, having capacities varying from 3,000 to 10,600 bushels each. The total capacity of the workinghouse storage is 662,500 bushels. The grain is received into the house, as noted, elevated by the receiving legs and discharged into 3,000-bushel garners located over 2,000-bushel scales. After the grain is weighed it is spouted by means of a turnhead, the operating device for which is located on the scale floor. By means of this turnhead the grain may be spouted to the car shipping spouts, to the shipping bins, to the three 42-inch reversible transfer belts, or to the Mayos. Grain from each scale may be spouted direct by this turnhead to four Mayos, each Mayo having a radius of 21 feet. By means of the Mayos grain may be spouted to the workinghouse bins, the shipping bins or onto the storage conveyors. By means of the three 42-inch reversible conveyors on the transfer floor grain may be belted from any scale to any storage belt, to any shipping bin, to any workinghouse bin, to any bin in the present storage, or to the drier.

The storage is divided into three groups, the first group, or No. 1 storage, is located directly back of the workinghouse and consists of 140 tanks, 16 feet in diameter and 90 feet high. These tanks are arranged 14 rows long, parallel to the workinghouse,



THE NEW CANTON ELEVATOR TO BE ERECTED BY THE PENNSYLVANIA RAILROAD AT BALTIMORE, MD.
Designed by James Stewart & Co., Inc., Chicago.

and 10 rows deep. This arrangement permits of 117 interspace bins of approximately 3,000 bushels each, the capacity of the main bins being approximately 12,700 bushels.

For serving this storage 13 42-inch storage conveyors are provided, each belt so located that two streams of grain may be spouted into any bin at one and the same time. With the exception of the two end Mayo spouts, each Mayo in the workinghouse can serve five storage conveyors. Each storage conveyor is provided with a tripper which discharges the grain directly to the bins or onto either of the four 42-inch storage conveyors serving No. 2 storage. These conveyors are located in depression about 2½ feet below the bin floor of No. 1 storage. Loaders are provided over these storage belts so that the trippers serving No. 1 storage may spout direct onto the belts serving No. 2 storage. By this means grain may be belted from the workinghouse on any of the 13 storage conveyors and spouted onto any of the four storage conveyors serving No. 2 storage.

For shipping grain 14 42-inch shipping conveyors are provided under No. 1 storage. These conveyors are arranged in pairs so that the grain from any bin may be spouted to either one. This provision also facilitates mixing.

The shipping conveyors from No. 2 storage are carried directly through No. 1 storage and are at right angles to the shipping conveyors in No. 1 storage. The storage conveyors from No. 2 storage are provided with trippers so that grain may be reloaded from them to any of the 14 shipping conveyors serving No. 1 storage. By this arrangement grain may be drawn from any bin in No. 2 or No. 3 storage and belted to any receiving or shipping leg in the workinghouse. The 14 shipping conveyors serving No. 1 storage are raised on an incline so that grain may be spouted from each belt, by means of a turnhead, to three legs, that is, the leg directly in front of it or the leg in the bay on either side of it, or by means of the same turnhead and a portable loader onto the transfer belt located in the basement as previously mentioned.

No. 2 storage is located at the outshore end of No. 1 storage and just back of No. 3 storage. There are 104 tanks, each 16 feet in diameter, and 90 feet high. This storage is arranged eight rows wide and 13 rows long, which permits of 84 interspace bins.

For serving this storage four 42-inch conveyors are provided on the bin floor, each conveyor serving two rows of tanks.

For shipping from Storage No. 2 six 42-inch conveyors are provided.

No. 3 storage consists of the 1,000,000-bushel storage built by James Stewart & Co., for the Pennsylvania Railroad in 1910. There are 28 bins in this storage arranged four rows wide and eight rows long, making 32 bins and 21 interspace bins.

For belting grain to this storage either of the three 42-inch reversible transfer conveyors located on the transfer floor of the working house may be used. From these conveyors grain may be spouted to any of the three 36-inch storage conveyors above the tanks.

For shipping from Storage No. 3 there are four 36-inch storage conveyors under the tanks (one under each row of tanks). Grain from these conveyors is discharged onto two 36-inch transfer conveyors, which in turn discharge by means of trippers onto any of the six storage conveyors located under No. 2 storage.

For taking care of the grain brought into port by the bay boats operating up and down the Chesapeake Bay a small marine leg is provided. This leg is arranged in a tower and is provided with a scale, lofter leg and cleaning machine, also four 6,000-bushel storage bins. This feature of the plant is expected to operate independently of the elevator and to clean, weigh and store grain in its own bins, from which bins it may be spouted onto any of the six shipping conveyors serving No. 2 annex.

Located at the inshore end of the workinghouse is a 4,000-bushel drier plant. Grain may be belted to the drier on any of the three 42-inch reversible conveyor belts on the transfer floor. The drier is

arranged in eight 500-bushel units, each unit to have storage bins above and below and of sufficient capacity to run the drier for a period of five hours. These drier units will be of the Hess and Morris types.

By means of turnheads grain from any of the drier bins may be spouted onto either of the reversible transfer belts in the basement.

A boiler house is provided in connection with the drier building for furnishing its steam.

Provision has been made for loading five 500-foot vessels at one time, the idea being to load one vessel directly in front of the workinghouse and two on either side of the pier. This arrangement requires a pier 1,600 feet long. There are four dock spouts located on the pier in front of the elevator. Each spout is served by one 42-inch shipping conveyor. Each conveyor extends in under the shipping bins in the workinghouse as hereinafter described.

For serving the four boats along the sides of the pier six 42-inch shipping conveyors are provided. These six belts are arranged on two floors, three belts to a floor, and are carried up an inclined gallery from under the shipping bins in the workinghouse along side of storage No. 3 up to the proper height for dock spouts. From this point they are carried horizontally out to the end of the gallery. This gallery is approximately 1,300 feet long.

For loading grain onto these six conveyors and the four conveyors previously mentioned, 13 shipping bins are provided in the workinghouse, each having a capacity of approximately 10,600 bushels. Each shipping bin is provided with a turnhead and a turnhead floor. The turnheads are all operated from a central control point located in the center of the workinghouse. From this point the turnhead operative, by means of speaking tubes, telephone and electric light signals, gets his instruction and is able to operate the turnheads and valves for same for all shipping bins. From this point he can set the turnhead for any of the six belts leading out on the gallery, or the four belts leading to the dock spouts in front of the workinghouse and also control the flow of grain from the bins. By this means the flow of grain from the bins can be stopped almost instantly in case of trouble.

Dock spouts are located at intervals of 60 feet along the workinghouse side of the pier. Each dock spout is capable of spouting 40,000 bushels per hour to a boat. Trippers are provided on all six belts so that grain from any one or two belts may be spouted to each dock spout. At these points along the gallery are located telephones and speaking tubes for communicating with the turnhead operative in the workinghouse. Remote controls are also located at these points so that in the event of trouble the operative at any point can push a button, thus shutting off the current for the motors operating the belts, at the same time notifying the turnhead operative in the workinghouse to shut off the flow of grain.

The pier is approximately 100 feet wide with a 10-foot walkway along both sides. The storage track for empty cars from the track shed extends out to the end of the pier. The main shipping gallery is located on the workinghouse side of the pier. In order to serve the boats on the opposite side of the pier a traveling gantry is provided. Grain from any of the six belts in the shipping gallery may be spouted directly onto a belt conveyor located in the gantrys. This gantry belt conveyor carries the grain up a slight incline and discharges same into a dock spout built on the gantry. Four of these gantrys have been provided. They are electrically driven and will move up and down the pier to wherever needed in order to serve boats to the best advantage.

For removing dust from the elevator, storage, track shed, etc., a thoroughly modern system of floor sweeps is provided. These occur at frequent intervals on all the various floors of the elevator and storage and at the ends of all conveyors and in all boot tanks. All dirt and dust collected is blown out to the dust house, where it is stored in dust bins. Under these bins dust sacking machines and scales are arranged so that the dust may be sacked. Sufficient storage is provided in the dust house for storing the sacked dust until ready to be

shipped. Tracks are provided along the side of the dust house for loading out dust. Provision also is made for shipping dust in bulk.

Under each cleaning and clipping machine a hopper is provided with a capacity of 300 to 400 bushels of screenings. Each hopper is provided with a slide and an outlet into a screenings pipe. The screenings are carried away from the hoppers by means of air and blown to the screenings bins provided in the dust house. There are a number of screenings bins provided in the dust house for storing and keeping the identity of the screenings separate. The screenings are then sacked and held awaiting disposal by their respective owners.

The screenings and dust house is located at the inshore end of the elevator next to the drier.

All legs, belts, conveyors, cleaning machines, etc., are motor driven.

Each leg, belt, etc., has its individual motor drive.

Passenger elevators, stairways, manlifts, etc., are provided, as well as ladders and walkways, to obtain ready and quick access to any part of the building or any part of the equipment.

Proper offices are provided for the superintendent, weighman, etc., as well as welfare and rest rooms for the superintendent, weighman and employees of the elevator.

ARBITRATION DECISIONS

A recent decision of the Arbitration Committee of the Grain Dealers National Association awarded \$195 to the Horner Elevator & Mill Company, who were plaintiffs in a case against the Updike Elevator Company. The latter sold to the former on November 4, 1915, 3,000 bushels No. 2 white oats fully equal to sample, previously submitted, at 41½ cents. The 3,000 bushels were sent according to contract, and while they graded out as No. 2 oats they were not up to the sample, which was of superior quality. The Horner Company wanted them for seed purposes and refused to accept them. The cars were diverted to another market and, in spite of numerous requests, the Updike Elevator Company failed to ship more oats to fill the contract as to the sample requirements. The Horner Company thereupon, after due notice, bought in the oats at 48 cents and made a draft on the Updike Elevator Company for \$195, the difference in price paid. The Arbitration Committee concludes:

(1)—That No. 2 White Oats, Omaha, could not be held to fill this contract unless of type of sample submitted by defendants.

(2)—That plaintiffs were well in their rights in refusing to pay drafts drawn in payment for grain bought by sample until such time as an opportunity was allowed them to inspect said grain and that such refusal to pay drafts of defendants was not in any wise a breach of contract.

(3)—That oats were not up to sample submitted, this conclusion being formed not only from the evidence submitted by the plaintiffs but as well from the fact that the shipments on being diverted to Cincinnati were graded "Standard White Oats," which would hardly have occurred on a superior grade of No. 2 White Oats out of the Omaha market. The insinuation that there is a difference between inbound and outbound inspection in Cincinnati or in other markets is irrelevant.

(4)—That plaintiffs used all diligence to determine intention on part of defendants toward filling this contract and that said plaintiffs bought oats to fill contract at earliest possible moment after determining that said defendants did not intend to make further tenders.

(5)—That description "Good Two White Oats" furnished The Trans-Mississippi Grain Company as nearly as possible represented type of oats to have been shipped by defendants.

Hence we find that the plea set up by the plaintiffs in this cause of action be and is hereby sustained and that defendants are hereby ordered to pay to plaintiffs the sum of \$195 and to bear the costs of this arbitration.

THE Dreadener (Germany) Bank recently issued a statement comparing prices in November, 1915, with those of 1913. The increase in value for some of the items is as follows: Wheat flour, 39.1 per cent; rye flour, 54.5 per cent; rye bread, 37.5; beans, 171.1; rice, 252.1; and peas, 213.5 per cent.

Combating the Pests of Grain Bins and Elevators

The Place the Rat Holds in Grain Trade Economy—The Chief Destroyer of Grain—
Proper Elevator Building Necessary—Poisons and Other
Means of Extermination

By WALDON FAWCETT

WITH the movement in recent years to reduce economic waste in the grain trade, increasing attention has been bestowed upon the problem of combating the pests that take toll of the cereals stored in cribs, granaries, bins, elevators, mills, warehouses, and in the holds of ships. It has been a momentous problem, the relieving of the trade from this economic burden, and great credit is due for the progress that has been made. Rats, mice, and all the insect pests have had attention, not only from the practical men in the trade but likewise from the experts detailed to study the problem by the United States Government and verily, may it be said, the end is not yet.

The insect pests, it seems, we have always with us, and new ones coming, but for all the havoc wrought by such tiny toilers, the rat continues to be regarded by the experts as the worst enemy of stored grain. This statement may occasion surprise, if not incredulity on the part of some readers because it has been pretty well demonstrated that by means of modern concrete construction in elevators the burrowing rodents may be completely baffled. However, with the steady increase in the number of small country elevators—to say nothing of the time the grain spends in transit—it is scarcely necessary to remind any person that the immunity conferred by modern concrete bins and elevators is by no means universal, numerous as are these highly-perfected modern structures.

Authorities in the U. S. Department of Agriculture and in the U. S. Treasury Department, basing their estimate on the calculation that a full-grown rat consumes two ounces of grain daily, have figured an appalling annual loss to the grain trade of the United States from the depredations of these troublesome animals. To be sure, a portion of this loss is, from the standpoint of the grain man, indirect rather than direct since the Federal census of rat damage begins with the grain thefts on the farms and thus the grain grower shares the burden with the grain dealer. Nevertheless if, as surmised, each rat on a grain farm causes a loss of over 50



THESE WERE GOOD EARS OF CORN BEFORE THE NORWAY RAT EXACTED TRIBUTE

cents per year it may be appreciated that here is a big leak in our grain resources.

Investigation shows that with all due respect to certain insect pests the nimble rat is, from start to finish, the one worst enemy of grain of all kinds, cultivated grains being the favorite food of rats. The animals begin their thievery by digging up newly-sown seed; they are on hand to eat the tender sprouts when they first appear and from that time forward they continue to pillage the plants until the crop matures. Then begins the attack on the grain itself and after the harvest the insidious graft goes on in shock, stack, mow, crib, car and elevator. There are cases on record where entire crops of grain have been ruined by an onslaught of rats and whereas modern preventative methods will probably avoid repetitions of such experience the insurance is not absolute.

Federal investigators who have been keeping tab on the ruination by rats, year in and year out, are of the opinion that corn suffers more than any other crop in the United States from this pest. The fondness of rats for corn in the milk stage is in itself costly, whole fields being denuded through the stripping of the corn from the cobs. Corn in the shock is often attacked but the wholesale losses that occur within sight of the grain markets, so to speak, begin with the damage to corn in cribs. Corn growers have repeatedly reported to the Government that rats have robbed them of from one-fifth to one-half the contents of a crib and this wastage is likely to continue so long as corn is stored in open pens or in wooden cribs built close to the ground, without concrete foundations or metal protection. Stacked grain is so peculiarly exposed to rat depredations that the percentage of loss in some sections rivals that charged off in the case of the corn crop.

Incidentally, it may be mentioned that it is customary to think of all the losses inflicted by rats and other pests as sustained by grain on the way to the final market, but as a matter of fact the ultimate consumer bears his full share—which circumstance, if a grain dealer be selfish, might console him for his own losses by the prospect of increased sales. Destruction of feed by rats, especially in small barns where rat-proof bins have not

been provided, is unquestionably a big factor in the consumption of small grain in the United States. Experienced feeders of horses have estimated that the size of their grain bills is increased to the tune of one dollar to two dollars per year for every rat on the premises.

It is probably superfluous to mention the levies upon shipments of grain made by both rats and mice during movement by rail, the conditions of storage in cars being such as to afford, in most instances, admirable opportunities for these destroying agents. Similarly the havoc wrought by rats upon shipping is proverbial and shipping engaged in the grain trade has had to bear its full share. The sacking of grain has made possible the disclosure of the damage which rats can do during a long sea voyage. For example during a voyage of the British steamer *Gadsby* from India to Antwerp the rats cut more than 44,000 out of a total of 46,000 bags of wheat on board and did damage to the grain that was estimated at \$2,200. In grain elevators to which they can gain access the rodents not only eat their fill of the cereals in storage but, worse yet, they tremendously increase the fire risk by destroying the covering of electric light wires under floors or in partition walls and have even in a number of instances been known to start fires by gnawing telephone wires and carrying oily or fatty rags and waste.

What am I going to do about it? This is a question which has been asked by many a rat-harried grain man and frequently the question is asked of the experts of the U. S. Government. Generally speaking, rat-proof construction is, in the estimation of the Federal specialists, the one best bet in such a dilemma. To the grain man who is about to provide storage facilities, or who is in a position to rebuild or remodel, the advice from Washington is always to the effect that the ounce of prevention is better than the pound of rat cure. It has been demonstrated time and again that rats will gnaw through wooden doors or walls of an elevator in a single night and that mortar will not suffice to keep the rodents out of grain bins, so that rat-proof construction must needs be "proofed" in fact as well as in theory.

Solid concrete construction is held to be completely baffling to rats unless through negligence doors are left ajar, drain pipes are left uncovered, etc. In many instances repositories for grain have been rendered reasonably rat-proof merely by a liberal use of concrete in the foundation and floors. Official opinion is that no matter how small the



TYPICAL AMERICAN CORNFIELD COMPLETELY DEVASTATED BY NORWAY RATS



AN EXAMPLE OF WHAT RATS DO TO WIRES IN GRAIN ELEVATORS

bin or building, if the entrance of burrowing rodents is to be effectually prevented the foundation walls of cement or brick should be carried down at least 18 inches to 2 feet, and the entire ground area inclosed by such foundation walls should be covered by concrete at least 1½ inches in thickness. The determination to "build the rat out of existence," as the experts say, is evidenced not alone by the construction of rat-proof grain elevators but likewise by the provision at some of our ports of the rat-proof water front, made immune by the liberal use of stone, concrete and iron in the construction of wharves and wharf structures.

To the grain men whose problem is not that of repulsing invading rates, but of repressing rats already in possession of grain storage spaces the experts are wont to, first of all, recommend the animals that destroy rats, notably dogs and ferrets. Such breeds of dogs as the Irish, Scotch and fox terriers, and indeed almost any of the smaller dogs will, with proper training, make admirable ratters and are particularly useful in driving rats from under bins or buildings built comparatively low to the ground. In not a few instances cats have done valiant service in the capture of rats, but the especial forte of the tabbies is, of course, the extermination of mice and in this role the felines are invaluable where mice have become a pest.

Unless rats are present in such numbers as to justify a general rat hunt, possibly with the aid of professional rat catchers, the customary reliance of grain men consists of traps and poisons, particularly the former. The cunning of rats renders it at all times difficult to clear premises of rats by trapping and if food is abundant, as in the case of a structure devoted to grain storage, the difficulty is proportionately increased. Nevertheless trapping if carefully and systematically followed is one of the most effective ways of destroying the animals and certainly is an ideal form of "preparedness" for the reception of each newcomer that appears. Cage traps have excellent records for rat catching, but most of the Government experts lean to the simpler forms of what are known as "guillotine" traps and these specialists recommend that seed, grain or meal or even a small section of an ear of corn will constitute excellent bait. When the traps are to be set in proximity to stored grain it has been found by experience that an especially appetizing meal for the rats may be made by adding to the grain ration small pieces of Vienna sausage or fried bacon or the lure of menu may be varied by the introduction of toasted cheese and broken fresh eggs. There is a theory that the best bait for any rat trap is food of a kind that the rats do not get in the vicinity and in accordance with this logic meat is the ideal bait for traps placed in grain elevators or other spaces devoted to the storage of cereals.

The use of poison is perhaps the quickest method of exterminating rats, but it has certain disadvan-



GRAIN IN SACKS IS THE FAVORITE PREY OF RATS AND MICE

tages, notably the odor from the dead animals, which detract from its value in the eyes of some grain men. The U. S. Biological Survey recommends for use as rat poisons, barium carbonate,



NORWAY AND ALEXANDRIAN RATS
Two Species That Plague the Grain Trade.

strychnine, arsenic and phosphorus. Barium carbonate has the advantage of being without taste or smell and the further advantage that rats and mice having eaten it will usually leave the premises in search of water. Strychnine is favored by many

persons in the grain trade, possibly because wheat and corn make such convenient bait, when soaked overnight in strychnine syrup. Contrary to the popular impression the U. S. Government experts have found that arsenic is more expensive than strychnine as a rat poison and phosphorus is the subject of prejudice in some quarters by reason of the risk that improperly prepared phosphorus will set fire to crops or buildings.

Fumigation is the most favored method of ridding a grain-carrying vessel of rats once they have become firmly established in the cargo hold and in the case of grain elevators and warehouses there has, as our readers know, been extensive recourse to fumigation by means of hydrocyanic-acid gas which being destructive of all animal life is calculated to rid the grain strongholds not only of rats but likewise of mice and insects. This brings us to the subject of the insect pests that worry the elevator men. Between the discussions of the depredations of cereal insects in the fields and the effort to combat the stored-product insects that have made their unwelcome presence felt at the flour mills, there has been little room for conspicuous attention to the bugbear of insects in the elevators, but the problem is receiving attention at Washington all the while and especially since the conditions of the European war have so boosted the prices of potassium cyanide and other staples for fumigation that energetic efforts have been necessary to discover acceptable substitutes.

The circumstance that renders necessary on the part of the grain man of a policy of eternal vigilance if not eternal combat against the worst pest of the storage places is the remarkable speed with which rats multiply. Under normal conditions each female bears three litters a year and each litter produces ten young. Thus the multiplication from one pair of rats will reach within a few years astounding proportions, and this is why no rat eradication can be effective unless the breeding is curtailed. The most energetic trapping and poisoning of rats is insufficient in some instances to keep pace with the multiplication of the hungry horde, and even cats and dogs will not hold the rodents at bay unless their sentry duty is constant, but there is one remedy that is better than all else and that is a cutting off of the food supply.

For grain men, naturally, a stoppage of the food supply of the rodents is just about the most difficult task that could be imposed seeing as how the grain dealer is engaged in handling in bulk the favorite food of the rats and cannot hide it away as a householder would a slice of choice cheese. Certain it is however that anything that can be accomplished in this direction, be it via metal-lined bins, concrete construction in elevators or any other medium will return heavy dividends in rat abatement. It has been repeatedly demonstrated that with a curtailment of his food supply the rat ceases to breed so freely and so often and that this means is the best for limiting propagation.



FOR GENERAL ALL-AROUND EFFICIENCY IN RODENT EXTERMINATION IT'S PRETTY HARD TO BEAT THE OLD RELIABLE "RATTER" AND "MOUSER"

Fertilizers a Profitable Elevator Line

Sideline Sometimes Necessary for Profitable Operation of Elevator—Fertilizer Pays at Both Ends—Farmer Benefits from Use—Quality and Quantity of Grain Increased

By F. M. LOOMIS

"I DO not see why more grain companies do not handle commercial fertilizer," says F. W. Kee, manager of the Iroquois Farmers' Elevator, Iroquois, Ill. "It would seem to me that if anybody in the community is interested in better crops, better in quantity and in quality, it should be the grain dealer. It is very much to his profit and

get one of them to go along with me. I will admit this is an advantage which a line elevator might not have, perhaps, but nevertheless, any grain dealer can build up a good and profitable fertilizer trade as a side line if he will.

"Maybe, too, my terms have had something to do with my success. I sell on open account, with

use of fertilizer the quantity and quality of the crops will be improved and that the farmer will consequently get a better price. I show them that if they do not raise even a single bushel more to the acre, if the quality is improved they have been advantaged. I have plenty of evidence, too, where-with to prove my statements. The farmers themselves are observant as well. They are as quick as anyone to see a difference which crops in growing or in results will show. They can tell if fertilizer has been a benefit or not. Certainly it always is beneficial, hence it does not take very much arguing to convince the average farmer.

"Speaking of results, during 1914 and 1915 I have seen 125 pounds of commercial fertilizer dropped with the corn produce an increased yield of from four to eight bushels to the acre. The quality of the crop, too, was so much better that I estimate the farmers who used fertilizer got two cents per bushel more for their corn on the average than did those farmers who did not fertilize. One farmer near here, as an instance, has been raising more than 60 bushels of corn to the acre on land which never produced more than 15 bushels before it was fertilized. I can instance any number of cases where the extra fodder alone from fertilized land far more than paid for the cost of the fertilizer used. Many others have more than paid the cost of fertilization from the improved quality of the crop, on equal yields.

"You see the grain man is in a position to know about these things because he handles the results, which after all must be the ultimate test of the value of fertilization. That it is very much worth while for the farmer to use commercial fertilizer has been proven so conclusively so many times and under such various conditions that no doubt remains in the mind of any reasonable person. The grain man can know all about individual instances and general results and it seems to me he is in the best possible position to handle the fertilizer business of his community to the best advantage to himself and to the future. I cannot understand, in



THIS ENTIRE FIELD WOULD HAVE BEEN LIKE THE CENTER ROWS HAD IT NOT BEEN FERTILIZED

credit to buy and to ship quantities of grain which shall grade high, and if there is anything he can do to get better quality grain in his community it would appear reasonable to expect him to do it. He certainly can help the farmers a lot in this direction by showing them the advantages of fertilization, and naturally he should, it would seem to me, sell the fertilizer.

"Take it in my own case. Not only did I want to get as much high-grade grain as I could, but also I wanted to find something as a side line which might help to carry my overhead and make my elevator pay. There did not seem to be many things to which I could turn. The lumber situation here was well covered, so about all that was left were coal and fertilizer. So I put in both. I am more than pleased with the results of the fertilizer venture. We have been selling from three to five cars a year and we're hoping to increase it to 10 cars annually. We do not make a very wide margin of profit on what we sell, perhaps, but we get enough to make a good showing on our expense account. One thing I am very careful about—I never get outside of the territory which legitimately and rightfully is tributary to Iroquois.

"First I thoroughly convinced myself that the use of commercial fertilizer is a good thing and then I investigated to see what formula came the nearest to providing the elements the soil requirements here demanded. Of course, just at present, owing to war conditions, we cannot get just exactly what we ought to have, but we are getting as nearly to it as we can. So far I have been more than pleased with the results. I am sure I am getting more and higher grade grain than I should have gotten had I not encouraged and pushed the use of commercial fertilizer as I have.

"I do not sit in the office and expect the trade to come to me. Upon the contrary I get right out and go after it. I don't get out too early in the year, usually starting my active canvass along in March or April, according to what the weather and road conditions may be. As you must know, over 70 per cent of the stock in this elevator is owned by farmers in this vicinity. These stockholders have as much or greater interest than have I in making the venture pay. Not only can I count on the stockholders buying their fertilizer here, but when I go into a neighborhood to canvass I try to

a mere verbal agreement that settlement shall be made at threshing time. This is an accommodation the farmers seem to prefer to buying from other concerns which exact a note settlement, the note maturing usually about July 1. No, I can't say that I have had my confidence seriously betrayed. We



A BUMPER CROP OF CORN ON AN OHIO FARM YIELDING 95 BUSHELS PER ACRE THROUGH USE OF FERTILIZER

have lost comparatively little, almost nothing in fact, and I find the farmers usually are prompt about meeting their fertilizer bills when they are due. Of course, I have been in this territory a long time, I know everybody and I am careful to whom I sell. This, however, is just ordinary business precaution and should be applied to any line of merchandising as well as to the fertilizer trade.

"The arguments I use in selling are that by the

the light of the experience I have had, why more elevators do not take it on."

UNITED States consul at Munich reports that the grain crops in Bavaria are unexpectedly large and good. In the Palatinate, he says that the grain harvest exceeded all expectations and may be considered a record-breaker as to both quality and quantity.

FEDERAL SUPERVISORS OF GRAIN

The administration of the United States Grain Standards Act will determine the success of the measure, and no one feature of that administration is more important than getting thoroughly qualified men to act as supervisors in the various markets. On the supervisors will depend the good will of the trade toward the Act and as they will represent the Department of Agriculture and will be the final board of adjudication in disputes or appeals it is quite essential that the most competent men should be secured.

The following notice of examination for supervisors is so important that we give it in full:

SUPERVISOR AND ASSISTANT SUPERVISOR IN GRAIN INSPECTION (MALE).

October 31, 1916.

The United States Civil Service Commission announces an open competitive examination for supervisor and assistant supervisor in grain inspection, for men only. From the register of eligibles resulting from this examination certification will be made to fill vacancies in the positions of supervisor in grain inspection and assistant supervisor in grain inspection, in the Office of Markets and Rural Organization, Department of Agriculture, Washington, D. C., at salaries ranging from \$2,500 to \$3,500 and \$1,800 to \$2,400 per annum, respectively, and vacancies as they may occur in positions requiring similar qualifications, unless it is found to be in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

The department states that there are five vacancies in the position of supervisor in grain inspection and ten vacancies in the position of assistant supervisor in grain inspection.

The duties of these positions will be to supervise and assist in the supervision of the inspection of grain at marketing centers, to collect information in regard to the establishment of grain standards and the handling and transportation of grain, and otherwise to assist in carrying out the provisions of the United States Grain Standards Act.

Competitors will not be assembled for examination, but will be rated on the following subjects, which will have the relative weights indicated:

Subjects.	Weights.
1. Education and fitness.....	30
2. Experience	45
3. Thesis and publications.....	25
Total.....	100

The prerequisites for consideration for the position of supervisor in grain inspection are at least nine years of responsible experience in some executive capacity relating to the inspection of grain, or in some commercial or investigational phase of the grain business giving an equivalent knowledge of the grading of grain, or graduation from a college or university of recognized standing and at least five years of such responsible experience, or a combination of education and experience as outlined above, aggregating nine years.

The prerequisites for consideration for the position of assistant supervisor of grain inspection are at least seven years' experience in some capacity relating to the inspection of grain, or in some commercial or investigational phase of the grain business giving an equivalent knowledge of the grading of grain, or graduation from a college or university of recognized standing and at least three years' experience as outlined above, or a combination of education and experience as outlined above aggregating seven years.

Statement regarding experience should indicate clearly the actual or relative amount of experience with each kind of grain.

The thesis should consist of not less than 2,000 words, and should be on some subject relating specifically to grain marketing, such as the preparation and determination of grain standards, grain inspection, or the practical value of grain grading. Any publications relating to similar subjects, of which the applicant is author or joint author, may be submitted for consideration in connection with, but not in lieu of, the thesis.

Statements as to education and experience are accepted subject to verification.

Applicants must have reached their twenty-fifth but not their fifty-fifth birthday on the date of the examination.

Under an act of Congress applicants for these positions must have been actually domiciled in the state or territory in which they reside for at least one year previous to the date of the examination. The county officer's certificate in the application form must be executed.

This examination is open to all men who are citizens of the United States and who meet the requirements.

Persons who meet the requirements and desire this examination should at once apply for Form 2118, stating the title of the examination desired, to the United States Civil Service Commission, Washington, D. C.; the secretary of the United States Civil Service Board, post office, Boston, Mass., Philadelphia, Pa., Atlanta, Ga., Cincinnati, Ohio, Chicago, Ill., St. Paul, Minn.,

Seattle, Wash., San Francisco, Cal.; customhouse, New York, N. Y., New Orleans, La., Honolulu, Hawaii; old customhouse, St. Louis, Mo.; Administration Building, Balboa Heights, Canal Zone; or to the chairman of the Porto Rican Civil Service Commission, San Juan, P. R. Applications should be properly executed, excluding the medical certificate, and must be filed with the commission at Washington, with the material required, prior to the hour of closing business on October 31, 1916.

The exact title of the examination as given at the head of this announcement should be stated in the application form.

DEATH OF F. MARION SMITH

Ill news travels rapidly. Early on the morning of October 5 the report spread that F. Marion Smith of 4627 Calumet Avenue, Chicago, had succumbed to heart failure and all too quickly his hosts of friends in the grain, mill and machinery lines all over the country were apprised of his passing on. It was a malady of which he had had a premonition of danger and had warded off successfully for years



Photo by Mabel Sykes.

F. MARION SMITH

but it finally took him, peacefully and quietly, after a long and useful career of constant activity, of irreproachable living, and a never varying endeavor towards the loftier ideals of life.

Mr. Smith had been since 1895, the General Western Agent with headquarters in Chicago, of the Huntley Manufacturing Company of Silver Creek, N. Y. Only death terminated this relation for he was at his desk as usual on October 4 and merely complained on leaving for home in the evening that he was not feeling in his usual health. He was born in 1843 in Erie County, N. Y. He enlisted while still a youth in the Tenth New York Cavalry with which he saw four years of active service in the great war between the states, and arose to the rank of lieutenant. When the war was over the occupation of miller succeeded that of soldier, and Mr. Smith became an early master of the art. Later he entered the service of the well known firm of Huntley, Holcomb & Heine of Silver Creek, N. Y., with whom he remained for seven years. He was successively with the Jno. T. Noye Manufacturing Company of Buffalo, building mills, and the Geo. T. Smith Purifier Company of Jackson, Mich., in building the Eldred Mill, and then with the Knickerbocker Company of the same place. Subsequently, he engaged with the Huntley Manufacturing Company as stated, remaining with them uninterrupted until the day of his death.

Mr. Smith was married in 1868 to Miss Marcia D. Fisk and leaves three children, Arthur H. Smith, who is well known as the Michigan representative

of the Huntley Manufacturing Company, Horace L. Smith, who is connected with the works of the same firm at Silver Creek, and Mrs. Herbert M. Wheeler of Chicago. Some years after the death of his first wife he was married again to Miss Harriet Orr of Chicago, who survives him and lives at the Calumet Avenue residence.

Mr. Smith was acknowledged to be one of the ablest and best informed men in the trade on the subjects bearing especially on grain cleaning and kindred lines. It was no uncommon thing for him to be called on the phone at his Chicago office on some puzzling problem from an outlying elevator. After listening a moment, Mr. Smith would say: "No! No! You don't want that size of screen. It should be so and so." And so and so it was and the trouble was averted. There was no looking up of tables or data, catalogs or statistics. He had the information at his fingers' ends. His place will be unusually hard to fill.

The funeral services were held Sunday, October 8, at 1 p. m., from the chapel, 4227 Cottage Grove Avenue, under auspices of George H. Thomas Post No. 5, G. A. R. The interment was at Forest Home Cemetery, Chicago.

SCALES AND THE POMERENE BILL

The important feature of the Pomerene Bill, which was enacted into law last August, so far as country shippers are concerned, is the proviso which gives them a clean bill of lading when they weigh the grain shipped, the weighing facilities and records being available to the carrier. This point was brought out very forcibly in a letter written on October 4, by Chas. Rippen and addressed to President J. L. Messmore of the Council of Grain Exchanges. The text of the letter is as follows:

As you are aware the Council of Grain Exchanges through Mr. Smith, who acted as its Attorney, had a proviso put into Section 21 of the Pomerene Bill reading as follows:

"Provided, however, where the shipper of bulk freight installs and maintains adequate facilities for weighing such freight, and the same are available to the carrier, then the carrier, upon written request of such shipper and when given a reasonable opportunity so to do, shall ascertain the kind and quantity of bulk freight within a reasonable time after such written request, and the carriers shall not in such cases insert in the bill of lading the words 'Shippers' weight,' or other words of like purport, and if so inserted contrary to the provisions of this section, said words shall be treated as null and void and as if not inserted therein."

This proviso was put in with particular reference to grain shipments where the shipper has facilities for ascertaining true weights in loading. It has the effect of making the carrier liable for the weight received at the point of origin when written notice has been given by the shipper as above. The carrier shall not be permitted in such case to mark the bill-of-lading "shipper's load and count," "shipper's weight" or "weight subject to correction," or anything else that will have the effect of casting any doubt or question on the contract which shall declare just how many pounds of grain the carrier there received to carry.

This is an extremely important provision because if a country shipper keeps his scales in proper shape and complies with the requirements of this provision by telling the railroad to come and see the grain weighed he will be entitled to a clear bill-of-lading and if any loss ensues after shipment the railroads can not, as they frequently do now, undertake to clear themselves of the responsibility by casting a reflection upon the validity of the weight at the point of origin. The responsible country shipper will be protected if he proceeds according to this provision.

THE British Army Council has fixed the following prices for the 1916 crops of hay, oats straw and wheat straw in England and Wales: Hay £6; oat straw, £3 10/-; wheat straw £3 per ton, upon condition that the forage department bale or truss, and the vender delivers to certain ports or troop centers.

TWO years ago there was a shortage of seed in Canada and the Government bought up enough and loaned or advanced it to the farmers, taking a lien on the crop as security. Out of a total loan of \$13,000,000 only \$3,000,000 has been paid. The Saskatchewan Board of Trade is urging the Government to collect the balance of the debt out of this year's crops.

Grain Dealers National Convention

NEVER in the history of the trade have members of the Grain Dealers National Association attended a convention where more important matters were up for discussion than were on the program of the Twentieth Annual Convention at the Hotel Emerson, Baltimore, September 25, 26 and 27. And never before have the delegates left with a greater feeling of satisfaction and relief, and with more pleasurable memories than Baltimore furnished. The convention itself was a success from every standpoint; the entertainment set a new standard, one which will be difficult for future cities to emulate. Nature herself seemed to join hands with the hospitable Marylanders in the desire to stimulate the favorable impression which the visitors received, and the Baltimore grain dealers and others who contributed to the comfort and pleasure of the guests can be congratulated in the fullest measure on flawless conduct of the entire proceedings. It was a remarkable meeting in many ways, one which will have a lasting effect upon the trade, and that wholly for good.

The Opening Session

The convention was called to order by President Metcalf at 9:45 o'clock a. m.

The President: Will the convention please stand while the Right Reverend John G. Murray, Bishop of Maryland, asks God's blessing upon our convention?

THE INVOCATION

Bishop Murray: Blessed Savior, Thou art fairer than the children of men. Full of grace are Thy lips, because God hath blessed Thee forever. And, O Almighty and Eternal God, Heavenly Father, we bow in Thy presence on this beautiful morning of Thy kindly provision, recognizing Thy supreme sovereignty over us, and acknowledging our direct dependence upon Thee. We are truly grateful for the glorious gift of life, with all its privileges, its possibilities and its powers, and we thank Thee in connection with the same that we have Thy divine assurance that when Thou didst bestow upon us this life, Thou didst create us in Thy image, after Thy likeness, in Thy name to have dominion over the fish of the sea and over the fowl of the air and over the cattle, and over all the earth, and over every creeping thing that creepeth upon the earth, and we rejoice in Thy promise that in the exercise of this dominion in Thy name, we have Thy eternal assurance that so long as the earth remain, and we, Thy people, dwell upon it, day and night, summer and winter, cold and heat, seedtime and harvest shall never cease.

Make us, we pray Thee, quick to appreciate all these wonderful opportunities by a righteous recognition of our solemn corresponding obligations, and by earnest endeavor so to discharge these obligations as to make for Thy deserving glory, for the welfare, individual and universal, temporal and eternal, of our fellowmen. Make Thy wisdom to direct and Thy power to accomplish the work of this most important gathering. Prosper this work for the comity and the commerce not only of the communities represented here, not only for our own country, but also of the world. Bless, we pray Thee, these who have come to us and who are so welcome among us. Be Thou not only with them here, but be with the dear ones they have left behind at home, keeping all harm from every one of them and keeping every one of them from all harm, until under the direction of Thy gracious providence they are brought home again in health and happiness, in gratitude and joy. Direct, we pray Thee, in the paths of wisdom and worth all in earnest efforts in municipal, in state and in national affairs. May they so recognize and discharge every obligation that we may enjoy individual integrity, and as a people show forth that righteousness that exalteth a

nation, and as with us and ours this day, O God, so with Thy people throughout the world. At this particular time especially may Thy gracious presence be universally realized, may Thy omnipotent power be universally recognized, and may Thy blessed peace be made universally powerful among all the nations of the earth, in the name and for the sake of Him who hath taught us when we pray to say (convention joining): Our Father, who art in Heaven, hallowed be Thy name, Thy kingdom come, Thy will be done on earth as it is in Heaven. Give us this day our daily bread, and forgive our debts as we forgive our debtors. Lead us not into temptation, but deliver us from evil; for Thine is the kingdom, and the power, and the glory, forever and ever, Amen.

The President: Gentlemen of the Convention: It is certainly an honor and a pleasure for me to introduce to you the Honorable James H. Preston, the mayor of



PRESIDENT E. C. EIKENBERRY

the city of Baltimore, who will extend to you the welcome from the city. (Applause.)

THE MAYOR'S WELCOME

Mayor Preston: Mr. President and Gentlemen and Ladies of the Grain Dealers National Association: It is a particularly fortunate and happy task for me to say a word of welcome to you on this, I think your first visit to Baltimore. We very deeply appreciate in Baltimore the activities in which you are engaged, we recognize the importance of the grain trade of the country, and are perhaps in a better position to realize its value than any other city in the country with the exception of New York, for the reason that we have such a tremendous volume of export business, second only to the city of New York.

There is a certain romance, it seems to me, about the production of foodstuffs, grain. History has been full, from the earliest times, of tribute to the husbandman. Indeed, some great American has said that he was the best citizen of our country who could make two blades grow where one grew before. Ancient history from the earliest times of the Pharaohs is full of the value of the staff of life. So the producers and the exporters and the transporters of wheat and other grain occupy the very first place, and should occupy the attention of all public spirited and public thinking men.

Baltimore has made some effort to conserve this great interest. We have exceptional opportunities and ex-

ceptional facilities for the handling of this great business, and that is why we have the tremendous volume of business that comes through our port. It is not my business to exploit especially the city of Baltimore; it is not my business to advertise, especially on this occasion, because perhaps you know the value of the exports of our town; you know the facilities that are offered by the city and its agencies better than I do. It is not, however, when you have a good thing, an unwise proposition to speak it out. You know there was a very modest man once in the Holy Writ who went up from the lower regions and inhabited the palaces of the Pharaohs. He was a very quiet spoken man, but when his brothers came from afar many years after, during the lean years, they found that Joseph had the corn. Now we have the corn in Baltimore. We have one thing that only six other cities in the world have, and that is a 35-foot channel from the sea to our piers, and a straight sail up the Chesapeake Bay to our piers and into Patapsco; a 35-foot channel, with the steamships not taking lighterage, with no port charges, but taking their cargoes from the piers in a 35-foot channel. The freight differential, you know how valuable that is. You know how important it is to have a cent or two cents a hundred pounds, a freight differential to the Middle West. You know how important it is that there shall be terminal facilities and great trunk line railroads, all of which we have in Baltimore. You know what elevator capacity means, and while we are not adequately supplied now, the plans are under way by which this time next year they will be entirely adequate. The Pennsylvania, the Baltimore & Ohio and the Western Maryland, all leading to the great central part of our country, are making vast expenditures for handling our vast export trade.

Port Cities Are Greatest.

It is singular to observe the activities of the great cities in the fostering and the handling of domestic grain going abroad. When we observe the growth of the great American cities, we see that growth is almost invariably in cities with water transportation: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Detroit, San Francisco, and many other cities. They are almost invariably connected in their growth and tremendous development with water transportation. It has gotten into the minds of the American public, following Mr. Mann's great book on "Sea Power and History," that water transportation is the future key of the United States' greatness. So that tremendous capital is being invested, and municipal money is being expended in the development of ports, seaboard and inland and river ports, in the development of harbors, in the construction in some cases of warehouses, in the construction of piers, in the digging of channels, and in the fostering of, and, in the various ways open to a municipality, of looking after the export and import trade of the country. Baltimore, I imagine, spent, under Mayor Mahool, my predecessor, who is in the audience, and who is one of our most distinguished men and leading merchants of Baltimore, and who is more familiar with the expenditures under his administration than I am—I would suppose first and last Baltimore, during the past 10 years, has spent \$15,000,000 in the development of our port, and we have \$2,000,000 now in hand and in bank to be spent this year and the first of next in developing our harbor and in fostering our grain and carrying trade. So that Baltimore, gentlemen, is not unmindful of the importance of the great subject which you are here to discuss today.

We, the city authorities, your hosts, and the people of Baltimore, are awake to the great importance of the subject you are here to discuss, and we are active and vigilant to forward those interests. We are anxious to hold your trade, to continue the very pleasant business relations that have existed and do now exist, to further your interests and aims, and perhaps, which is more to the immediate point, see that you may go away from Baltimore and be able to say that we have a progressive, live municipal administration, and that you have had a pleasant time in Baltimore. I venture to express the hope that we may have you with us once again some time in the near future, and that you singly, when you have opportunity, will come to Baltimore and let us

see more of you, and that your present visit to Baltimore may be a delightful and a profitable one. (Applause.)

The President: Gentlemen of the Convention, I could appropriately introduce the next speaker and use the word "Honorable," but I do not believe I will do that. He is just a grain man (laughter), and he is one of us, and I am going to introduce him as Brother James C. Legg, president of the Baltimore Chamber of Commerce, who will tell you how glad the grain men of Baltimore are to see us. (Applause.)

WELCOME FROM CHAMBER OF COMMERCE

Mr. Legg: Mr. Chairman and Gentlemen of the Grain Dealers National Association: His Honor, the Mayor, has welcomed you to the city of Baltimore. We who know Mayor Preston best, appreciate most the sincerity of his welcome, and when he extends to you the freedom of the city, it not only implies the liberty to go where you may desire, but he also speaks from the big heart of the people of Baltimore.

I am here to greet you as the representative of the Baltimore Chamber of Commerce, the members of which are closely identified with your organization, and many of you are so well acquainted with its members, that we feel we are welcoming our kinsfolk. Therefore, it affords me singular pleasure to have the honor to welcome you. I say, singular pleasure, because I am addressing the Grain Dealers National Association; an organization whose activities and fundamental principles have elevated the grain trade to the present high position which it occupies throughout the country. To such an extent is the importance of your Association appreciated that the nation's executive, the President of the

ber of Commerce has taken the initiative in many instances, through its own efforts in behalf of the Western and intermediate shipper; not solely for the sake of local advantages, but to meet unjust legislation, unfair discrimination and adverse railroad regulations.

May I not call to your minds—the Baltimore Chamber of Commerce was successful in the scalage case? It has waged a hard fight against natural shrinkage, and until there are many more good reasons than have so far been advanced, will not cease its efforts to prevent tariff authority for the deductions in settlement of claims for so-called normal wastage or natural shrinkage.

The railroads have systems of embargoes that make radical changes in commercial conditions, producing as we maintain, discrimination to an unwarranted extent. We have made this a matter of formal complaint to the Interstate Commerce Commission, and likewise a protest against track storage charges and increased elevator charges. In all these cases the interests of shippers have been duly considered.

Railroads Have Done Much.

We do not wish to indicate undue friction with railroads. They have done much for this port, and intend to do more. One notable benefit to grain men and our port is the Western Maryland Railway export elevator, built for 850,000 bushels and nine months later increased to 2,000,000 bushels capacity.

It would be a grave omission on my part not to have each and every one of you know that years ago the bill of lading legislation which finally culminated in the passage of the Pomerene Bill, had its inception in the mind of a former president of your Association; an honored member of the Baltimore Chamber of Commerce.



THE SUNDAY ARRIVALS IN FRONT OF THE HOTEL EMERSON

United States, has accepted your invitation to address the convention this afternoon.

The position of Baltimore in relation to the grain producing sections of the West is unique. Captain John Smith, in his early explorations, sailed up the Chesapeake Bay to a point near where we are today. This was not due to a matter of chance, but from a desire on the part of the explorer to reach the head of the bay and a point where the waters thereof had the deepest inland penetration. Thus was Baltimore placed for all time nearer the great producing sections of the West than any other Atlantic port.

George Washington, in making his survey through the wilds of the Alleghany Mountains, selected the one natural pass, and later through that pass was constructed the first railroad from the Atlantic to the Middle West—the corner stone being laid here in 1828.

Baltimore the Gateway to the West.

In 1804, when Jefferson consummated the Louisiana Purchase, which ceded to this country that vast domain extending from the Gulf of Mexico to the Canadian border, and which includes at the present time eight important states of the Union, he did not dream of the future development of that territory. It was his principal object that this country should control both sides of the Mississippi River, in order that no hostile power could ever dominate that section. Nevertheless when that vast region was settled, it was through the gateways of the East, and the tide of emigration largely flowed through the mountain pass surveyed by George Washington years before.

For geographical reasons, therefore, if for none other, Baltimore has always been closely identified with the grain producing sections of the West. The first railroad constructed—the Baltimore and Ohio—joined together the sections its name represents, as if with a band of iron, and there has always been the deepest feeling of comity between the people of Baltimore and the sections of the West so nearly related to us.

As our forefathers in this state took the initiative in the matter of religious freedom, so the Baltimore Cham-

ber of Commerce has taken the initiative in many instances, through its own efforts in behalf of the Western and intermediate shipper; not solely for the sake of local advantages, but to meet unjust legislation, unfair discrimination and adverse railroad regulations.

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the parent body—the Grain Dealers National Association—would they not become affiliated, and would not trade conditions continue to improve?

The badge which you wear as a delegate of this convention is the great seal of the state of Maryland, and in fact the coat of arms of Lord Baltimore. Its motto—"Fatti Maschi Parole Femine"—means "Manly Deeds and Womanly Words," and this motto suits the occasion. The grain dealers of Baltimore have always striven for the best interest of the grain trade at large, and we today welcome you with all the warmth and feeling that dwells in the womanly heart. (Applause.)

The President: I am sure we are delighted with these words of welcome, and of course it is but proper that they should be responded to, and I know of nobody in the United States, nor of any member in the Association, better qualified to respond ably and heartily to these addresses of welcome than Brother F. O. Paddock, of Toledo, Ohio. (Applause.)

RESPONSE TO WELCOMING ADDRESSES

Mr. Paddock: Mr. Chairman and Gentlemen: I wish first of all to pay a word of respect to the Service Commission of the state of Maryland. As the Pennsylvania Limited was coming in toward Parktown, it stopped. I said to the colored porter, "Why are they stopping so long here?" "Well," he said, "Boss, you know the Service Commission of Maryland don't allow no interstate trains to pass no local trains in Maryland." I said "What kind of a train is this?" "That's a milk train." I said, "I didn't know they drank milk in Baltimore." And he said, "Yes, boss, the children do." (Laughter.)

That reminds me of a story of the days when my father was land commissioner of the Illinois Central Railroad. They were building a new line from Cairo to New Orleans through the Yazoo or some other valley down there, and one of the senators of that great state, after his arduous duties in Washington, was going home on a local train. After he had read his paper and eaten his lunch, and had a nap, he woke up and said to the brakeman, "Hello, we have caught up with that herd of cattle again." (Laughter.) I was reminded of that while they milked the Holsteins all up and down the outskirts of Baltimore and we were behind the milk train.

Marching Toward the Ideal.

As representing the Grain Dealers National Association, one of the greatest organizations, and one whose members handle the greatest business in the world, I am proud to stand before you, as I have done on one other occasion, to respond to those gracious words of welcome of the Mayor of Baltimore and the president of the Baltimore Chamber of Commerce. Speaking for the Association, I am inclined to feel that we have the optimism of that grand old discoverer as he was sailing toward our shores, his men in mutiny, and the mate came to him in his cabin and said to him, "Good master, what shall we do? What shall we do?" "Sail on; sail on." Later, when the mutiny became more grievous, he came with tears in his eyes, and said to the great captain, "Good captain, what shall we do?" "What shall we do? Sail on. Sail on. Sail on." And so we have that spirit of optimism, the Grain Dealers Association, headed by such men as Lee G. Metcalf, Charles England, Messmore, Quinn, Bennett, Goemann, Jones, and a thousand other members loyal to its tenets and to its trade rules and its system of doing business. They have marched the Grain Dealers National Association through 20 years of history, until we stand here today almost in the perfection of a trade organization.

Our members have moved on toward higher standards in business, more ideal conditions, better methods, until we have attained that perfection of organization and developed it to such an extent as no other organization has that I know of. And we have been behind every good movement for the good of the grain and the milling trade in general, as well as improved market conditions for the farmers.

I know of no class of business, I know of no branch of manufacture, I know of no merchandising proposition where such a volume of business is handled for so slight a remuneration as in the handling of the grain from the producer to the consumer, no matter whether in its real state as grain or in its various multiplied products. And the National Grain Association is responsible for a set of grain trade rules, which Brother Jones and I worked on 14 or 15 years ago, and others have been working on and improving ever since, so that the business of the grain trade is governed in general and almost in whole by the grain trade rules adopted by this organization.

Aid in Legislation.

As the president of the Baltimore Chamber of Commerce has said, the Grain Standards Act recently passed was no doubt formulated and its provisions made plain by the members of the National Grain Dealers' Legislative Committee. And so with the bill of lading measure, which will give us a better bill of lading, one in which the railroads must assume their responsibility, and one which every one who handles it will regard as a negotiable, bankable piece of paper—that has been the result of the efforts of our Legislative Committee, here active and on the job all the while.

In pointing out the improvement of waterways to you, gentlemen, the Mayor of Baltimore forgot to mention Toledo, and I want to say just a word about Toledo. First of all, it is the headquarters of the Grain Dealers National Association, and Brother Quinn is on the job

The foregoing is a manifestation of the spirit that promotes good fellowship, co-operation and growth, and has made it possible for this port, in following up the initial grain shipment made from this country in 1762 from Baltimore, to increase its export trade to a total of more than 91,000,000 bushels in 1915 and more than 88,000,000 bushels in the first eight months of the present year.

Effect of Organization.

Now what is evidenced by these facts? Is it not a fair example of the beneficial results following from organization? A common purpose is thus achieved by a meeting of minds for a desired end. Such results could probably not be attained without organization, for, in organization there is a larger opportunity for an exchange, quickening and developing of ideas; a strength born of unity; a greater momentum in the movement of a common cause; a broader outlook, greater efficiency and results more far reaching in their scope.

All these are lacking in the narrow sphere in which the individual moves. For the individual looks only through his own spectacles and his vision, therefore, is limited by the strength of his own lenses. Through lack of contact with others, his ideas are bounded by the limits of his own thinking. Is it not apparent each day in every walk of commercial life, that the individual in his unsupported effort is a disappointment and an unsuccessful factor in movements for general trade requirements?

When seeking clients in our trade relations, are not we, the members of organizations, imbued with a feeling of confidence in our transactions, when it is known that our principals are members of similar trade bodies; that those principals belong to a broad-minded class of merchants, who are willing to trade on and strive to attain uniform, fair trade rules and regulations, through which business becomes a pleasure and differences are eliminated?

Thus we find organization a real and valued asset, and if the vast numbers of unaffiliated grain handlers realized the advantages and inducements offered through

all the time (Applause). Second, it is the home of the Toledo Produce Exchange, the only gold standard, one grade winter wheat market in the world (Laughter). Next, it is the greatest clover seed market in the world, and the hedging trade and speculative business of the world is done principally on the floor of the Toledo Exchange. Orders come there from Germany, when they are not fighting other people, and from all over the world, and especially from Canada, and from all our Western States as far west as Oregon and Washington, trades come to the Toledo Exchange in clover seed and timothy seed for future delivery.

Some Facts About Toledo.

It is the third largest railroad center in the United States; it has the best harbor on the Great Lakes; it is the largest coal shipping port on Lake Erie or any other lake; it is the second largest automobile manufacturing center in the world; it has the largest plate glass manufactory in the United States and perhaps in the world; it is the home of the largest manufacturer of bottles, The Owens Bottle Company, which makes more bottles than any other concern in the world, or of all put together perhaps. It is the home of the Libbey Cut Glass Company, the finest cut glass in the world, and we are hoping that it will soon be the home of the armor plant that Uncle Sam is going to plant somewhere (Laughter). We are 20 miles from deep water, so that no foreign vessels could reach it with shot or shell of ordinary type and size. Just excuse me for making this mention of Toledo, because the Mayor of Baltimore forgot it. (Laughter.)

And, gentlemen of the convention, this Association not only stands for the highest things in business, the highest ideals of commercial life, the highest ideals in connection with the handling of a great business, but it stands for other things, for the highest ideals as to civic righteousness, for the betterment of every class of citizens wherever they dwell, in education, in religion and in all those things which make for better citizenship. This Association stands for all those. I recall in standing before a similar convention at Niagara Falls some years ago I expressed with all the power that was in me, opposition to the desecration of that wonder of the world, that beauty spot of our nation, and I urged the grain men to go home and take up with their senators and representatives, and write letters to the President if need be, that that beauty spot be not entirely commercialized and turned into American dollars, but that it be maintained forever for your children and my children and their children, as long as children are born into the world, as a beauty spot; that the country was big enough and rich enough to own it. And within a year of the meeting of that convention at the hotel within the sound of the cataract's mighty roar, the American Government and the Dominion Government entered into a compact that no more water should be taken from the Niagara River, that would leave the American Falls high and dry, and so long as that agreement lasts, and so long as water runs downhill, Niagara Falls shall be maintained to us as one of the world's beauty spots.

A Crisis in American History.

Before I take my seat I wish to speak of the preservation of one other thing of much more vital importance to us at this moment than trade relations or beauty spots. We are in the crisis time of American history; we are passing through a time which tries men's souls. There is likely to be division and likely to be objection to what I am about to say. My mother was born in Yorkshire, England—God bless her; she has gone to her eternal home. My dad was a Vermont Yankee, and I am a 100 per cent American (Applause), no hyphen, no prefix, no affix. And let us here and now, resolve, men, that when we go home, we shall do our best to teach these newer Americans coming to our shores, who are only 10, or 25 or 50 per cent Americans up to this time, to be wholehearted Americans, as you and I are or should be. I doubt not that within the sound of my voice there are men who are descendants of Carroll of Carrollton, of John Smith whom Mr. Legg spoke of, and of Pocahontas, and John Hancock and John Adams and Thomas Jefferson, and of all those who signed the bill of liberty for the coming generations and for you and me. And how are we going to teach these men the higher ideals of Americanism?

I recall a poem which runs something like this in spots: "The clustered spires of Frederick stand, green walled by the hills of Maryland." And then there is another line, "All day long that great host trod," while overhead the American flag floated, and at the head of that tramping host, no braver gentleman, no greater warrior ever rode than Stonewall Jackson; and old Barbara Fritchie said "Shoot, if you must, this old gray head, But spare your country's flag, she said." All day long with stamping tread that host rode by.

And what did Jackson say? "Who touches a hair of yon gray head, dies like a dog; march on, he said." There was the same element of patriotism in both, that inborn in the heart of Barbara Fritchie, and that innate in the heart of Stonewall Jackson, to revere his country's flag, even though fighting against it. And that is the patriotism we should have.

My old dad was mustered out at Springfield with General Grant, and my old grandfather helped make Texas a part of the United States, and my great grandfather before him enlisted at Concord and was with Washington at Valley Forge, and by right of inheritance I am here, if not by right of deeds, to ask you to be better, truer, more patriotic American citizens, for that is what we need as well as trade rules and national conventions.

Let us go home, as I said a moment ago, resolved that we will do what we can to teach the incoming millions that are coming to our shores year by year what it means to be an American citizen. How shall we teach them? Teach them reverence for the flag that Stonewall Jackson and Barbara Fritchie had, and as Old Glory floats abroad, let it be on every school house, over every valley and every hillside in this great land of ours. Place one on your elevators and homes on every public occasion of whatsoever nature or kind, and call attention to it by speech and by action, and show



JAMES C. LEGG
President Baltimore Chamber of Commerce.

to the world that is coming to us in hordes and by millions what it means to revere the flag. And how long shall we do it? So long as those stripes of white shall represent the purity of our mothers and wives and daughters, so long as its stripes of red shall represent the blood that has been shed in its defense, so long as that square of blue cut out from God's overarching dome of blue shall maintain its color, and so long as the stars in Heaven shall last, and so long as those stars shall represent our Union, one and inseparable, now and forever.

Whole Country Is Represented.

Gentlemen, I thank you, and on behalf of the Grain Dealers National Association, Mr. President of the Baltimore Chamber of Commerce and Mr. Mayor, I desire to express the thanks of the grain men from the wind-swept prairies of the Dakotas, and from that greatest agricultural empire in the world, the Mississippi and Missouri River Valleys, every man representative of the grain trade in the great primary markets where it is collected for distribution, for the exporters upon the seaboard, and for the men of this organization from the Oregon to Florida, and from Maine to Texas, we desire to thank you for your cordial hospitality, and I believe I can already taste the Baltimore oysters, diamond-back terrapin, and chicken a la Maryland, and I hope we may all enjoy it to the full (Laughter and applause).

Vice-President Messmore (assuming the chair): Mr. Paddock's remarks about Niagara Falls reminded me of a young Irish friend of mine who visited the Falls with his bride. As they approached the brink of the Falls, Pat said to his bride "Now, Mary Ann, cast yer oyes upon thot great lidge of rocks, and see the imminse body of wather passing over ut. Now ain't thot a great curiosity?" "Yis," she says, "Oi notice thot, but

wudn't it be a greater curiosity if the wather wud turn around and pass back agin." (Laughter.)

Some men are born good, some make good, while others get the goods. I know of no executive of any organization who has come nearer making good than the President of our Association. (Applause.) He has not only conducted the affairs with credit to himself, but with honor to the Association. It is not my purpose to tell what he has done. His annual report will speak for itself. It affords me pleasure to present to you our president, the Honorable Lee G. Metcalf. (Applause.)

ADDRESS OF PRESIDENT METCALF

President Metcalf: The history made by the Association since our last convention is full and replete with achievements for the grain trade of the United States. The business activities of the Association for the year have been extraordinary, have resulted in much good, and have increased in no small degree the stability of our organization. We have materially added to the already well established confidence in our needs and purposes, a confidence purchased only by our integrity, sincerity and usefulness. We are now more deeply rooted and firmly established in the respect of the business world than we have ever been before. We have evaded no responsibilities, neither have we arrogated to ourselves authority to deal with problems not directly in line with our well defined affairs. This success is but another marked evidence of what an association of individuals can do when directed and guided by an equitable and sincere purpose to honorably care for public interests along certain well defined commercial lines.

I can attribute the great respect that is accorded our Association to one principal factor, and that is that its membership has always been actuated and directed by a desire to serve the public's interests, and that individual interests and individual desires have at all times been subordinated to the welfare of the general public. However, I take this opportunity early in this address to caution you that the insecurity and danger of our organization lies directly in the path of too much self-confidence and an over-estimated measurement of our influence. While we should ever keep our faces forward, and endeavor to anticipate the demands made upon us as a public institution, we will find it not only pleasant but profitable to at times look backward, as all life is not lived in the present and future as some would make you believe, but those of us who are familiar with the past years and experiences of this Association can realize how necessary it is for the safety of the future to turn the leaf backward, and study the past pages of its life to the end that we may ever keep fresh in our minds the hazards that have confronted the Association's progress in the past.

You will agree with me that the purpose of this retrospection is only to avoid hazards and profit by past experiences, the better to fit ourselves to direct the affairs of our society along lines that will make it continue to be worthy of the confidence and trust of the people whom it was created to serve. We have been progressive, but have not sacrificed caution. In the opinion of the speaker, our very perpetuity depends on our ability to differentiate between extremes, and to be ever mindful of our integral units, always remembering that our remaining in the fields of operative commerce will depend on our qualifications to see and grasp opportunities of service. If the membership of this Association expect to find subsequent contentment in a reflection of their membership with it, they should realize at the earliest possible moment that their business career must be of a texture not altogether of a strictly cold business character, but that in their relation to the other members, and to the public, there should always be a consideration of individual rights controlled and influenced by the grander, purer and more ennobling influences of business fraternalism.

It is not our desire to dwell at length on the work of the Association for the past year, but to summarize the more engaging subjects that have received our thought, and to touch just as briefly as possible a very few of the more important conditions that confront us, and which should receive our attention. Exhaustive reports by the chairmen of the various committees will treat in detail and give you much valuable information relative to the various departments.

Uniform Grades.

For many years the Grain Dealers National Association has advocated uniformity in the grading and handling of the grain of the country, and felt that this could never be accomplished except by Federal supervision. This Association has been industrious in having passed the Grain Standards Act, which has recently become a law, and which, we believe, will

solve the uniformity of grading if properly administered. We now have the law, and if the administration is made as practical and sensible as the law intends it should be, we know that an advanced step has been taken, and that uniformity will be thrown around the inspection and handling of the grain of the United States that will make it less intricate and more just. However, should the purpose and intent of the law be miscarried, we can easily see how it might destroy the very purpose for which the law was intended, and only add perplexity and make the handling of the grain and the grain products of the country even more unsatisfactory than they have been before. In other words, the administration of the law will make it either an instrument for good, or might easily make it an important factor for evil.

We trust that simplicity in the administration of this law will be the desire of those in authority. We believe, however, the Department, realizing as it does the great importance of this measure, will undertake to entrust its administration to men who are qualified, sensible and practical, and if the Department takes this action, and is governed by this spirit, we believe the law will result in immeasurable good to the commerce of the country.

Pomerene Bill of Lading Measure.

The enactment of the Pomerene Bill into a law is expected to qualify a bill of lading that will remedy many evils that have long existed in the grain shipping business of the United States. We all realize the long and arduous effort that has been made by our Association toward successful culmination of this measure. We do not believe this law will provide a bill of lading that will meet all the requirements expected by shippers, but we do believe that it will be a great improvement over former bills of lading, and will prove very satisfactory to the shippers and receivers as well as the carriers of grain.

The membership have spent much time and have made many personal sacrifices, and the Association has spent a great deal of money for the purpose of promoting this measure. I do not feel justified in taking your time to dwell at length on its merits, as they have been so frequently called to the attention of the trade.

While we have made the statement that some money has been spent for the purpose of having the above measures enacted into laws, not one penny has been spent in lobbying for either of them, and I congratulate the Association upon the clean, open and righteous manner that it has pursued in advancing these two grain legislative matters. This Association has never stood, and, in our opinion, it never will stand for any intrigue, or lobbying methods to procure legislation of any character for the grain trade of the United States.

Ours has been an individual, educational and conscientious campaign for what we believe to be legislation that embodies within itself the purposes of progressiveness, equity and justice. I do not desire to say more in regard to the legislative affairs of the Association, as this will be ably and convincingly handled by the chairman of the Committee on Legislation in his report to be made at this meeting.

Sulphured Oats.

In obedience to the instructions of our Board of Directors, your officers and members of the Legislative Committee, immediately after adjournment of our last annual convention in Peoria began making an endeavor to have rescinded Departmental rulings of the Bureau of Chemistry in regard to the movement of sulphurized oats, in interstate shipment. The crop of 1915 oats, damaged as they were by nation-wide rains, were of such an inferior quality as would require treatment to condition them and make them fit for use as food grain, and it would have been almost a calamity if the officers of your Association had failed in having a stay of Departmental rulings so that this crop of oats could be treated and moved in interstate commerce.

It is estimated that many millions of dollars were conserved to the growers and shippers of oats last year because of the fact that this Association, assisted by other grain associations, succeeded in having the Secretary of Agriculture grant our request for this suspension of Departmental rulings. This was one of the great annual accomplishments of the Association, made possible and practical by united efforts, which efforts were actuated by a desire to conserve the wealth of the country, and at the same time work no hardships or injurious results to anyone, but upon the contrary to purify and make fit for food one of the great cereal crops of the country which had been so unusually damaged by Providence. When Secretary of Agriculture Houston granted our request to set aside the ill-advised and arbitrary rulings of the Bureau of Chemistry, he rendered a service for good to the producer, consumer and handler of oats that was immeasurable.

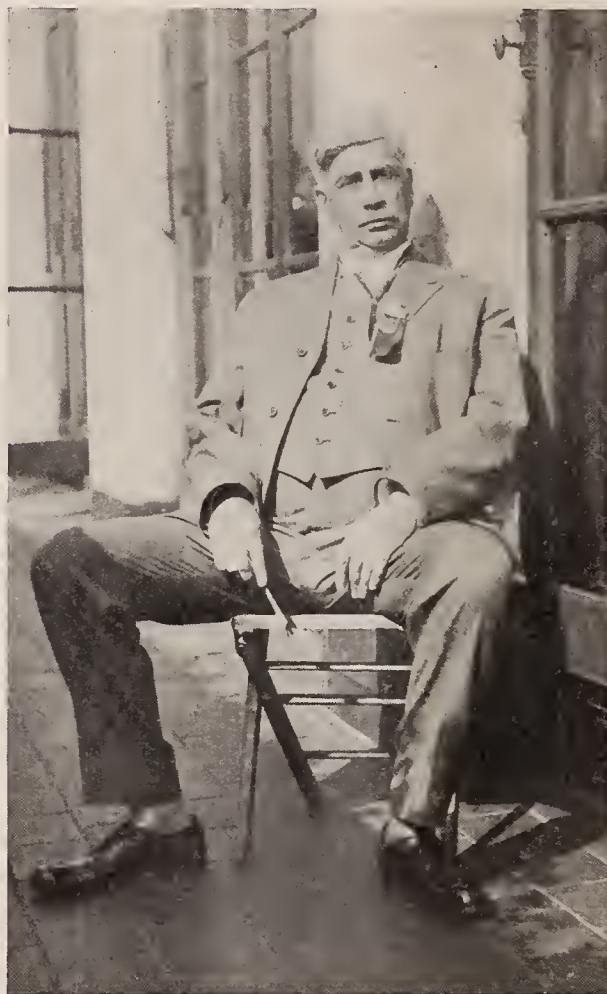
Membership.

When I was honored with the presidency of this Association two years ago at Kansas City, among other ambitions which I entertained was to see the Association have one thousand direct members in good standing. I quietly made known to Secretary Quinn my hopes, and he at once grasped my hand and said: "At the close of your administration your dream will be realized." Greatly encouraged by the efforts made to secure new members last year, your officers immediately after the Peoria Convention inaugurated another booster campaign for membership. This booster cam-

paign has excelled in both the number of applications received and in enthusiasm the unprecedented booster campaign of 1915. The members secured through the efforts of our energetic and loyal Booster Committee have not only added additional numbers to our society, but have added to it some of the biggest, brainiest and best business men in the United States, whose association with us is of inestimable value, and we will profit much by their co-operation.

It is certainly one of the great pleasures of my life to say to you that we today have over 1,000 direct members in good standing, and in addition to that every state organization of grain dealers in the Union has an affiliated membership with us, except one association in the far Northwest which was just recently organized. By securing the affiliation of the Oklahoma State Association at its regular annual meeting last May it is possible for us to make the last statement. The National Association has been augmented with great power, strength and wisdom in the affiliation of the Oklahoma State Association. This is a big association of capable business men who do business on the square, and whose uniting with us I am sure will prove genuinely profitable.

To the Booster Committee of the past year I feel under many official and personal obligations, and I want to thank them now for the splendid efforts that they have made in behalf of the National Association.



RETIRING PRESIDENT LEE G. METCALF

No enviable factors or disagreeable elements in any way have entered into the campaign, and it has been one of absorbing interest, unsurpassed loyalty and splendid friendly rivalry.

Just at this time I wish to remind the delegates that the splendid success in securing new members for our Association is due to the well-devised booster campaign conceived by former President Charles D. Jones, and the Association owes Mr. Jones a deep debt of gratitude for his wisdom in devising such a unique and successful plan for increasing our membership.

With addition to our direct and affiliated membership as disclosed in this statement comes to us added responsibility, for unless our wisdom, endeavors and usefulness are increased proportionately to these elements embraced within the added membership then our endeavors have been in vain. We must buckle up to this new responsibility and be obsessed with the greater things to be accomplished by this greater membership. Pernicious business anaemia would now destroy a giant, and it is imperative that we be imbued with new determination and realize fully our greater responsibilities. Do not forget that our anchorage must be firmly entrenched in the intelligence and sincerity of our membership. Every individual must know and appreciate the true value of this great organization. He must be intelligent to the extent of realizing that self-sacrifices both of time and money may be required of him. Industry, sobriety and honesty fix the measure of individual standards locally, and so do honesty of purpose, integrity of operation, and judicious business management make the just standard and establish the true operations of a society like this. This body of men to beget and keep the confidence of its new membership should be responsive to their demands for assistance,

and in all matters of an interstate and national character be ready to co-operate with them.

Uniform Rules.

Holding to the theory that uniformity means simplicity in business practice, we have endeavored through the year to do what we could to create a sentiment for uniform rules in the various markets and Exchanges of the country. Your president requested the Council of Grain Exchanges at its meeting in Chicago to consider this matter and appoint delegates from the various Exchanges constituting the Council to take up and discuss this question with a view to harmonizing insofar as possible all the trade rules of the United States. The Advisory Committee of the National Association, constituted, as you know, of the various secretaries of the state associations holding an affiliated membership with us, have done some splendid work in this direction.

They have had meetings and discussed at length the present rules of the National Association, comparing them with the rules of the different markets, and also had a meeting in Chicago at which many of the terminal markets were represented by duly authorized delegates. It was finally decided that it would be advisable to have all these trade rules tabulated and compared. The officers of our Association, concurring in this recommendation, employed Mr. V. E. Butler, in whom the trade has the utmost confidence, to tabulate and present at this meeting a report along the lines indicated. It is repeatedly charged by some of the markets that local conditions peculiar to these markets make it practically impossible to adopt uniform trade rules, but we are not convinced that such is the fact, and believe that the trade rules of the markets and exchanges of this country can be made practically uniform if a disposition is shown to try and harmonize them.

The report of Mr. J. W. Radford, chairman of our Trade Rules Committee, and the discussion of same should be heard and participated in by every delegate in attendance at this convention, and we importune to the point of insistence that you be present when this number on the program is reached.

Transportation.

The transportation facilities afforded shippers by carriers the past year have been unusually inferior, inadequate and extremely unsatisfactory. At periods during this time the intensity of this condition has been intolerable. It seems to be a self-evident fact that the railways are growing more incompetent every year to take care of the shipments of grain offered them for transportation. This condition of affairs makes the handling of grain very hazardous, and contributes in no small degree to the uncertainty of our business.

Those of us who for about 25 years have seen these conditions gradually grow worse annually are becoming chagrined at the absolute inability and unpreparedness of the carriers of the country to take care of business entrusted to them, and we believe the time has come when vigorous measures of some description should be had to compel the carriers to furnish proper equipment for the transportation of grain offered them by shippers. Carriers insist that it is impossible for them to make such provision because of the depletion of profits caused by a greatly increased cost of labor and material, and that freight and passenger rates do not justify them in making the expenditures necessary to cure this evil.

We do not desire to controvert this assertion, but we do insist that it should be shown by them that this is true. As to whether these allegations are facts or fiction we are convinced that remedial steps should be taken to guarantee relief. We believe that a just distribution of freight charges should obtain, and that the grain of the country should not be penalized to pay inadequate rates of other commodities, and insist that when it is shown that the freight on grain has a credit to its handling, this credit should be expended in better grain equipment.

For illustration, accumulated accounts to the credit of handling grain cannot, in our opinion, be consistently expended, as is charged, in constructing great passenger terminals.

We heartily endorse President Wilson's position that he should be authorized by Congress to appoint commissions of unbiased and unprejudiced business men to investigate such problems as this where there is no commission appropriate to do so, or where over-crowded conditions prevail in such commissions that make the reference of such questions to them burdensome, necessitating prolonged delay and probably unsatisfactory hurried inquiries.

The War Abroad.

The war now involving nearly all of Europe has continued to exert a marked influence in this country over a wide range of prices of products of the soil and manufactured goods. At times the insistent buying of the warring nations has been the potent influence in fixing values. Their needs being imperative, they have brooked no interference, and at time have bought in quantities sufficiently large to impress the market in a recognizable way.

Uncertainty about the end of the war, or about the opening of closed channels of commerce, thus letting loose stored supplies has never been wholly absent, yet has throughout the year been confidently held to be remote. This has injected into our commercial situation a degree of confidence which has stabilized high values

to a marked degree. When peace shall be a nearer prospect, and a return to normal conditions of trade and commerce shall be recognized, undoubtedly a readjustment of values will be forced upon us.

The result of war conditions has given to the Americans living east of the Rocky Mountains most unusual prosperity. It has permeated every field of activity in a measurable degree. It has brought into the possession of our people, large wealth, until we are now the richest people on earth. We, naturally, are liable to soon lose sight of the fact that the shower of gold now falling on us may suddenly cease. Let us be reminded that such is the case, and apply to the present most unusual and to us, fortunate conditions, that degree of prudence and wisdom which shall safeguard us against rapid changes liable to be precipitated at any time. What the future, after the close of the war, may hold for us is but conjectural. No one may now accurately forecast problems to be then thrust upon us.

The grain trade of the country, so largely represented in this Association, will, I am sure, make every endeavor while adjusting itself to changing or changed conditions to render a large and dignified service as in the past to the people in transferring the enormous production of the soil of our country from producers to consumers. The function of the grain handler is a large one, and efforts to displace him and to market directly from producer must fail, except in a very minor degree.

At this, the close of my two years' administration as president of this Association, I desire to say candidly that it has never been my pleasure or privilege to be associated with a more loyal, intelligent and courteous lot of business men. During this time I have received so many courtesies and so much help from the members, that it would be impossible to enumerate them. For all these considerations I am very grateful, and my gratitude to you, gentlemen, for the assistance you have given me and the loyalty you have shown is only equaled by the satisfaction I bear in the belief that through this epoch of the Association's history we have been progressive, and have always faced in the direction of greater accomplishments, and that our Association has been an instrument of importance and a potent factor in directing and influencing for good the general grain handling and marketing policies.

Increasing Need for the Association.

With dignified and honest purposes controlling our work in the future as in the past, we are sure that the necessity of this organization will be more pronounced every year. Personally I have done the very best I could for the Association, which has required of me many sacrifices, but which have been amply repaid by the many friends I have made, and the conscientious feeling that I may have helped, even if but little, to more firmly establish the fundamentals of equity, and justice in this branch of the country's commerce.

And gentlemen, what a magnificent challenge addresses itself to this splendid union of business men to rise and check with the level of our opportunities. It is my sincere and honest hope that this institution, conscious of its great strength, vitality and power will measure up to its splendid chances for usefulness and continue to be a leader and stand a champion for truth among the powerful business institutions of the country. (Applause.)

The President (returning to the chair): The secretary's report comes next, and I now have the pleasure, gentlemen, of presenting to you Secretary Charles Quinn, who will read his report.

SECRETARY QUINN'S REPORT

Secretary Quinn: In beginning my third annual report as secretary-treasurer of the Grain Dealers National Association, I have thought it advisable at the outset to follow the usual custom of summarizing as briefly as possible the achievements of the Association during the past convention year. This is done so that the member may see at a glance just what the Association has accomplished in the past 12 months without going to the trouble of reading the entire report, which, of necessity, must be of considerable length, as it covers the whole field of Association work.

In legislation, in transportation, in trade rules, in arbitration, in membership the Association has made great progress during the year.

At no time in the life of the organization has the chairman of the Legislative Committee been able to show so much accomplished.

In transportation the Association has achieved a distinct triumph in securing from the Central Freight Association workable and practical carlot minimums.

In trade rules there has been inaugurated a campaign to bring about uniformity in the rules of the Exchanges and to harmonize these rules with those of the Grain Dealers National Association.

In arbitration more cases have been decided than in any previous year, and arbitration appeals have been handled with great celerity.

And while all this was being done the Association was conducting the most successful booster canvass in its history. This campaign brought in 233 new members, placing the Association, for the first time, beyond the 1,000-mark in the number of its direct members.

As will be seen elsewhere in this report the Association can now boast of 1,005 members in good standing, 20 associate members in good standing, and but 23 delinquents. The attention of the members is called to this splendid record. A whole volume detailing the

healthy condition of the Association could not be more eloquent than the plain, unvarnished fact that there are but 23 delinquents in a total direct and associate membership of 1,053.

Your secretary is happy to call your attention to another achievement during the past year. This is the enrollment of the Oklahoma Grain Dealers Association in a body. This gives us a total of eight affiliated associations with a membership of 2,571, or a total membership, direct, associate and affiliated, of 3,624.

And this is not all. While the Association has been accomplishing and growing it has been husbanding and conserving its resources. Though it was forced to spend more money last year than in any previous 12 months its surplus continues to show a healthy increase.

The past convention year, like the one that preceded it, has seen the Association increase in growth, power and influence. In the two years 555 new direct and associate members have been enrolled, and two state associations have been affiliated. This is quite remarkable and calls for the exercise of more responsibility on the part of the individual member. You now have a great organization on your hands, one whose influence is recognized throughout the country, as is shown by the presence on this year's convention program of the President of the United States!

What are you going to do with this great Associa-



W. S. POWELL AND J. W. RADFORD

tion? Each member must answer this question for himself. Will you be content simply to pay your dues and read the annual reports, or do you intend to play an active part in forming the policies of the Association? Upon your answer depends the future of this Association. The Grain Dealers National Association is now a prosperous, going concern, sound financially and sound in leadership. It rests with the individual member whether this shall continue.

There is one great uncharted rock in the trade association sea, and that is the rock of apathy. This rock wrecks all barques that encounter it, whether they be frail or staunchly built. All the labor that has gone to build up the Association will be of no avail unless the members appreciate the all-important fact that their responsibilities to the Association increase in exact ratio to its growth.

The Danger of Apathy.

An Association with power and funds is always a temptation to ambition and self-interest. And the task of seizing power is simplified when the self-seekers have apathy as an ally. Happily the Association in recent years has been free from the danger here pointed out, but this may be more because the organization did not offer the same temptation as it does today. Human nature is much the same at all times and in all places, and the experience of other organizations ought to serve as a guide to the members of this Association.

In choosing to discuss at some length the chart from which the Association ship is sailed, your secretary is speaking simply in general terms. There is no sign of a storm in the barometer, but reason and common sense tell the mariner, that he must expect adverse winds as well as favorable ones, and that while he may

at times go with the tide he must at other times navigate against it.

The Grain Dealers National Association is today as complete a democracy as can be found anywhere. It is entirely free from cliques, "inner circles," "wheels within wheels," or "controlling influences." Its policies are formulated in the open, and they are executed in the open. This is one of the reasons why it is showing such growth and vitality. As it gains in power and influence it becomes more and more important that the members see to it that only men who work in the truest and best spirit are called to direct its affairs. True success to the Association, as to the individual, lies only along the old highway of steadfast well-doing.

Hard Work the Keynote.

As we contemplate our success as an Association we must stop and take a mental inventory. We must remember that our success was achieved by hard work, honesty of intent and absence of self-interest. These are the steps by which we ascended the ladder and we must never disdain them. If this injunction is heeded there is no cause to fear for the future. So long as the Association is run in the interest of the members as a whole, progress and prosperity will inevitably follow.

Within the past two years there has been a wonderful increase in the interest taken in Association affairs by the members. This is indeed a healthy, a splendid sign, and shows that the trade not only realizes that its national organization is growing, but that it is prepared to live up to the new responsibilities which such growth imposes.

Only the timid fear responsibility. The Association has passed the period of its adolescence. It is now in full vigor of manhood, with a man's work to do. It must meet its increased responsibilities manfully, conservatively and wisely, catering to no special interest, and having in mind only the good of the whole membership. If it does this its day of great usefulness is just beginning.

Legislation.

To review in detail the work of the Legislative Committee during the past year would be but to duplicate the splendid report prepared for this convention by A. E. Reynolds, the chairman of the committee. Mr. Reynolds may always be depended upon to treat the subject of legislation in a most exhaustive manner. In his report he will give you a complete story of the work of his committee since the last convention, and in addition he will survey the whole field of legislation.

There are three great achievements that stand to the credit of the Association in legislation during the past year. They are the passage of the Grain Standards Act, the passage of the Pomerene Bill of Lading Measure and the modification of the ruling of the pure food department of the Federal Government on sulphured oats.

Legislation Report Important.

Were I to discuss either or all of these accomplishments I would be but taking away from Mr. Reynolds that which comes within his province as chairman of the Committee on Legislation. He has prepared a highly interesting and instructive report on these matters. It is without doubt the best report ever presented by the Legislative Committee of this Association. In past conventions Mr. Reynolds has devoted much of his report to analyses of these measures, to the necessity of their passage and to the prospects for favorable consideration at the hands of Congress. Now, happily, he can tell you that they are no longer projected, but that they are realities.

While I may not, for obvious reasons, therefore, take up these three accomplishments there are other things connected with legislation upon which I may briefly dwell. The number of measures affecting the grain trade that were introduced in the first session of the present (the sixty-fourth) Congress, is 112. These include regular bills, House resolutions, Senate resolutions and joint resolutions. Of this number 79 were introduced in the house and 33 in the senate. The short session of the present Congress will doubtless add its usual quota to this list.

There is nothing out of the ordinary in this record. Every Congress for some years has had under consideration about 100 bills affecting the grain trade, directly or more or less remotely. It is our custom to take cognizance of all measures designed to affect the producer as well as the distributor of grain on the theory that what affects the farmer must of necessity have its reflection on the grain merchant.

About 70 per cent of the bills introduced in each Congress, and listed as affecting the grain trade, are in reality "granger" bills whose avowed purpose it is to ameliorate the lot of the producer of farm products. In the present Congress the number of agrarian measures is fully up to the standard set by the past three or four Congresses.

As you are of course aware, there has for some years been an agitation on foot to provide Federal legislation which will make it easier for the farmer to obtain money with which to finance his business. Every Congress for some years has had this problem to face. The number of schemes proposed has been legion. In the present Congress there were 38 bills introduced to create farm credit bureaus or farm banks. This whole agitation finally resulted in the passage of Senate Bill 2986, known as the Federal Farm Loan Act, which was approved by President Wilson on July 17.

There seems to be a great difference of opinion as to the practical value of this legislation, but time alone can tell. Grain dealers, though somewhat doubtful, nevertheless hope that it will bring to the producer the boon its advocates so confidently expect.

Now that the Federal Farm Loan Act has been placed on the statute books one would naturally conclude that the number of bills affecting the farmers would be materially reduced in the next Congress, but this is not likely to happen. Congressmen from the rural districts still have their constituents to placate and they may be expected to continue dropping bills into the legislative hopper in the next Congress with the same care-free abandon as in the past.

It will be of interest to know that the agitation in Congress for the abolition of future trading has so far subsided that but three anti-future trading bills have been introduced in this Congress. In the sixty-second Congress there were 16 of these bills, and in the last, the sixty-third Congress, there were 17 anti-future trading measures.

The reason for the subsidence of this agitation is easily found. The European war has made it plain to the most blatant demagogue that the grain exchanges of the country provide an invaluable facility for the distribution of farm products. Never before has future trading in grain been so universally recognized as a necessity, if the margin for merchandising is to be kept down.

Trade Rules.

At the Kansas City Convention two years ago the trade rules of the Association were revised, and since that time there has been scarcely any complaint as to the completeness and fairness of the rules both to the shipper and the receiver. A year ago at the annual meeting at Peoria, two or three changes were made in the rules; but they were of a minor character and on the whole the rules remain about as they were after the Kansas City revision.

J. W. Radford, chairman of the Trade Rules Committee, will, in his annual report, make some recommendations for slight changes in existing rules, but he will devote most of his report to the problem of bringing uniformity in the rules of the various Exchanges and harmonizing these rules with those of the Grain Dealers National Association.

The trade rules problem is one of the first that was faced by the Association. Shortly after this organization was formed 20 years ago it became manifest that the members must have trade rules to govern the conduct of their business. There must be arbitration to smooth away the misunderstandings and disputes between members, and there must be uniform inspection at terminal markets if trade rules and arbitration were to be successful. These three problems formed the great trinity in the grain trade, and it is interesting to see them develop one by one.

At first they appeared in an imperfect way, as was to be expected, but they were improved upon, amended and changed until they reached the present state of perfection. They needed practical experience to know just what was required, and as time passed they were strengthened in their weak places.

Today the problems of arbitration and uniform inspection have been solved. The former has become fully accepted as a cardinal doctrine of the Association. Uniform inspection is also no longer a subject for controversy. It, too, has been solved, at least insofar as Federal legislation can solve it. The trade rules of the Association have been revised and amended from year to year, as experience dictated, until they are now as near perfect as it is humanly possible to make them.

So far as dealings between members of the Association are concerned there is little need for changes in the trade rules, but there is great need for uniformity in the trade rules of the Exchanges. To bring about this uniformity is the next task of the Association. Until this is done it cannot be said that the trade rules problem is solved entirely.

President Metcalf, following the Peoria Convention,



H. C. GAMAGE AND C. M. WOODWARD
Two Live Boosters for Kansas City.

undertook to complete this trade rules work. He took the matter up, through your secretary, with the Council of Grain Exchanges which organization appointed representatives from each of its member Exchanges to meet in joint conference with the Trade Rules Committee of the National Association at this convention. The purpose of this conference was to canvass the whole trade rules situation in the hope that out of the discussion there would emerge a strong movement among the Exchanges themselves to unify their rules so that a shipper, knowing the rules of one market, would know them all.

There is just as much reason for uniformity in trade rules as in inspection, and it is bound to come sooner or later. When uniform inspection was first advocated opponents of the reform used the same arguments as are now being advanced, namely, that it was not practical. Today some of the Exchanges object to the uniform trade rules movement on the ground that they have certain "local conditions" to face which render uniformity impossible.

Trade Rules Conference.

While there doubtless is some truth in this assertion yet it is believed that if the Exchanges, in good faith, undertook to bring about uniformity in their rules they could come close to accomplishing it, at least they could vastly improve the present situation.

At a conference in Chicago on August 11, between the Advisory Committee and the Trade Rules Committee of the Grain Dealers National Association, and representatives of the Council of Grain Exchanges, to prepare the way for the conference at this convention, it was found that before anything concrete could be attempted it would be necessary to have all the rules of the various markets tabulated and compared so that the existing differences could be noted.

This work of compilation has been completed, but it is feared, not in time for the convention. The results of the work of tabulation were submitted last week to the members of the Trade Rules and the Advisory Com-

mittees. Mr. Radford will take up this matter in his report.

If nothing definite can be accomplished toward unifying the trade rules of the Exchanges at this convention, it is hoped a start will be made at least, and a definite line of action for future consideration agreed upon.

Arbitration.

The work of the Arbitration Committee and the Committee on Appeals is told in the following figures:

Number of cases at the beginning of the convention year	24
Number of new cases during the year	63

Total	87
Decisions by Arbitration Committee during the year	27
Cases withdrawn	12
Cases settled direct	9
Cases dismissed	1
Cases pending	38

Total	87
Appeal cases pending at beginning of convention year	3
Cases appealed during the year	10

Total	13
Appeal cases disposed of during the year	8
Appeal cases withdrawn	1
Appeal cases pending	4

Total 13
Your secretary, in discussing the arbitration work during the past year, is constrained at the outset to draw your attention to a situation which has arisen and which must be taken care of by this convention. The situation referred to is the natural outgrowth of the great expansion of the Association.

Within the past four years the Grain Dealers National Association has practically doubled in membership, both direct and affiliated. It naturally follows that the number of arbitration cases has doubled. While the volume of work has been constantly increasing no provision has been made to keep step with this growth by enlarging the facilities for the prompt and efficient handling of the increased number of controversies. In other words, the Association is trying to do too much with the machinery it has. Four years ago the facilities were adequate. Today they are not. The Association has simply outgrown its old clothes and when a new suit is provided it must be cut along more ample lines. There is nothing at which to cavil in this situation. Rather it is cause for rejoicing. Every organization has one of two conditions to face—growth or decay. There is no middle ground, because there is no such thing as standing still. An association must either advance or go back. The members are to be congratulated that they are called upon to meet a new condition produced by growth.

With the great increase in the number of arbitration cases too heavy a burden is placed upon the three members of the Arbitration Committee. The members of this committee give their time to the Association gratis. They are busy business men who voluntarily assume this extra burden through a desire to promote the work of the Association. Some years ago, when the Association was small and the number of arbitration cases few, it was not difficult to secure members to serve on the Arbitration Committee. Today the situation is changed. Arbitration has become a settled function of association work. There is little new ground to break. The lines have been laid out, and the labors of the arbitrators are of a routine character, at least to a much greater extent than when arbitration in the Association was new.

Under these conditions it becomes increasingly difficult to secure competent arbitrators, especially since they are asked to devote so much of their valuable time, without compensation, to the work. Compulsory arbitration is one of the bulwarks of the Association. No change should be made in the present method of handling cases without mature deliberation. But a



PANORAMIC VIEW OF THE BIG ATTENDANCE AT THE BALTIMORE CONVENTION, TAKEN AT THE ANNAPOLIS

change nevertheless must come because a situation has arisen that demands it. As will be seen by the foregoing table there were 63 cases started last year, of which 39 went to the Arbitration Committee for decisions. This seems too much to ask of volunteer workers. There are, of course, several ways in which this burden on the shoulders of the arbitrators may be lifted, without having recourse to paid or professional arbitrators. It has been suggested that the Association divide the country into three districts or zones, placing an arbitration committee in each. It seems to your secretary that two districts and two committees would answer all present needs, and I would strongly advise that at this convention provision be made for the establishment of one more committee of three members. This would cut down the work of the present Arbitration Committee 50 per cent. In creating this committee the country, for arbitration purposes, should be divided into two parts with a committee in each. All cases arising in one of these parts, or districts, should be handled by the committee in that district, and in cases where the plaintiff resides in one district and the defendant in the other the disputes should be reviewed by the committee located in the latter's territory.

Exchanges Offer Arbitration Facilities.

This arrangement ought to satisfy the present needs of the Association especially if litigants are reminded that it was never the intention of the Association to do the arbitration work of the whole country. Since the publication of arbitration decisions regularly in *Who Is Who in the Grain Trade*, the official organ of the Association, many members have conceived the idea that all controversies are not only arbitrable but should be handled by the Association. The result is that many members bring their trade disputes to the National for adjustment, completely ignoring the facilities for arbitration provided by the Exchanges.

Within the past two years there has been a marked tendency in this direction. Shippers frequently demand arbitration with receivers in terminal markets notwithstanding that the grain in dispute was purchased on the "Terms" of the buyer's Exchange. The "Terms," of course, include more than the mere weights and grades of any fully organized market. They embrace arbitration in that market as well, hence arbitration in the market of the buyer, under these conditions, is part of the contract, and the Association should not be expected to take cognizance of these disputes.

With the above tendency arrested, and with the Exchanges again assuming their full share of responsibility in the arbitration field, the Association, with two committees, can handle all the controversies that arise, and handle them promptly and efficiently.

It is, of course, imperative that arbitration cases be disposed of with dispatch, else one of the greatest features in Association work will lose favor and fall into disrepute. A way must, therefore, be found to relieve the present Arbitration Committee of some burdens.

At the last annual convention of the Association a change was made in the handling of appeals, which had been sent to the Board of Directors, a body consisting of 24 members. The change to an Arbitration Appeals Committee of seven, composed of directors, was demanded because of the great length of time required to secure an appeal from the full board.

The change has proven beneficial, and much less time is now consumed in obtaining verdicts in appeals. It seems to your secretary, however, that a still further improvement may be secured by reducing the number of members on the Appeal Board to five. The main reason why the number was placed at seven last year was to give the different sections of the country representation on the committee. With two committees located in different parts of the country the reason for a large Appeal Board does not obtain.

Your secretary is also strongly of the opinion that greater authority should be placed in the hands of members of the Arbitration Appeals Committee. Under existing regulations the Appeals Committee has power



JOHN J. STREAM AND RICHARD GAMBRILL
OF CHICAGO

only to affirm an arbitration decision or to send the case back to the arbitrators. The committee cannot change a verdict, even though the Arbitration Committee had made a patent error. The Appeals Committee, your secretary believes, ought to have the same authority as the reviewing court in all civil cases. It should be given power to set aside a verdict in conformity with that granted any court of appeals. It ought to be allowed, not only to affirm a decision, or to remand a case back for reconsideration, but when necessary it should be permitted to enter a new judgment. This is not only logical, but is demanded by the circumstances of the present case. To remand a case back to busy arbitrators when a manifest error is present in a decision is but a waste of time and labor.

Chas. D. Jones, chairman of the Arbitration Appeals Committee, will in his annual report, make some recommendations to the convention on the subject of appeals in arbitration cases. Mr. Jones has had practical experience in the handling of appeals and I earnestly hope that you give due consideration to the valuable suggestions he will offer.

During the past year the directors of the Association found it necessary to expel one member for refusal to arbitrate a trade difference. The member in question is R. D. Holloway & Co., of Newport News, Va. This is the first expulsion in two years. It is gratifying indeed, to know that compulsory arbitration has become so fixed and accepted by the grain trade of the country that expulsions have become so rare the public announcement of one is something of an event.

Transportation.

The Transportation Committee, within the past year, has rendered the members a great service in Central Freight Association territory by securing practical and workable carlot minimums. As every shipper of freight knows the carriers have in the past few years been increasing the size and cubical contents of their cars until it became necessary to prescribe new and greater

minimums. The desire of the railroads to find means of increasing their revenue without increasing freight rates also had a tendency to force new minimums on the public. The grain trade, realizing the changed conditions, has been quite willing to accept increases in the minimums, provided such increases were reasonable and would not operate to hamper the free movement of grain.

In his report as chairman of the Transportation Committee, Henry L. Goemann will give in detail the work of his committee during the past year. He will tell you what has been done in Central Freight Association territory through conference with the carriers, what new minimums have been agreed upon and when they will go into effect. Mr. Goemann will also, without doubt, discuss in his report the new minimums announced by the Western Trunk Lines and he will inform you of the efforts of his committee to reach an agreement with these roads along the lines followed in Central Freight Association territory.

The Transportation Committee has also undertaken to represent the Association in the efforts of the trade to enjoin the carriers from inserting in their tariffs any clause seeking to limit their liability on loss and damage claims, and particularly to enjoin the publication and enforcement of the clause providing for the deduction of 1/8 and 1/4 of 1 per cent for claims for loss in weight. This action on the part of the carriers has again brought to the fore the old controversy between the railroads and the grain shippers over the alleged invisible loss in transit due to so-called natural shrinkage.

The Association, in co-operation with the Council of Grain Exchanges, has undertaken to bring the matter before the Federal courts and has through counsel prepared a complaint address to the United States District Court in Chicago.

The Interstate Commerce Commission recently held that the one-eighth and one-quarter deductions were reasonable, but notwithstanding this the Commission has, of its own motion, ordered an investigation of the subject under their Docket 9009. The trade expects notwithstanding the announced intention of the Commission to reopen the case, to have the whole matter decided by the courts by asking for an adjudication of certain legal questions over which, we believe, the Interstate Commerce Commission has no jurisdiction. If these are decided in our favor the carriers will be prevented from making any deduction for loss and damage claims on grain.

Membership.

The following is a complete statement of the direct, associate and affiliated membership:

Total number of direct and associate members reported at the last convention.....	933
New direct and associate members secured since last convention	233
	1,166
Direct Members:	
Number of paid up direct members Sept. 23, 1916..	1,005
Number of delinquents.....	28
Total	1,033
Number of resignations.....	67
Members dropped for non-payment of dues.....	18
Members gone out of business.....	24
Expelled	1
Total number dropped from rolls.....	110
Associate Members:	
Associate members reported at last convention....	18
Associate members secured since last convention..	5
Total	23
Associate members in good standing Sept. 23, 1916	20
Associate members resigned.....	3
Total	23



NAVAL ACADEMY ON TUESDAY AFTERNOON, FOLLOWING THE STEAMER RIDE DOWN THE CHESAPEAKE

Affiliated Members:

Number of members affiliated one year ago..... 2,210
Number of affiliated members on Sept. 23, 1916.... 2,571

Recapitulation:

Net increase in number of direct and associate members since last convention..... 120
Net increase in number of affiliated members since last convention 361

Total net increase..... 481

As will be seen by the foregoing figures the Association has had a wonderful growth during the past year. It has shown an increase in all three branches of its membership.

Affiliated Associations.

Since the Association met at Peoria one year ago another star has been added to its banner. The Oklahoma Grain Dealers Association has affiliated with the national organization in a body.

This increases the number of state associations affiliated to eight, and brings within the fold every grain association in the country except the Northwestern Grain Dealers Association, an organization that has but recently come into existence in the states of Montana, Wyoming, Utah and Washington.

It will thus be seen that the dream of the founders of the Grain Dealers National Association is at last about to be realized. In 1896, when the Association was formed, its promoters held out great hopes for its ultimate future. They dreamed of a time when the National Association would embrace within its membership practically every grain dealer in the country, when sectionalism in the grain trade would disappear, when country shipper and terminal market dealer, interior receiver and exporter would all join hands in a great federation to promote the interests of the trade as a whole.

That time is near at hand. Today the Association is bigger, better and stronger than it has ever been at any time in the past. And yet it is not by any means in the zenith of its strength and greatness. With wise, conservatively progressive leadership it will not only continue to expand but to solidify and unite still closer the many interests enrolled.

One of the factors that is making for unity in the Association is the booster campaign. For four years the Association has been conducting canvasses to secure new members and each year has been more successful than the one before, until on August 23 last there terminated the greatest campaign ever conducted by the organization. The canvass of 1915 will always be remembered: First because of the great number of new members brought in, and secondly because of the enthusiasm displayed. There were 253 volunteers in this canvass, and they secured 233 new members, 11 more than in the great campaign of 1915.

If the success of an Association is to be found in the interest displayed in it by its members (and surely this seems to be the best test to apply), then the Grain Dealers National Association is to be congratulated. There are few organizations which can command the support of so many men willing to take valuable time from their business in order that their Association might grow and prosper.

Origin of the Booster Campaign.

In 1913, during the first year of the administration of Chas. D. Jones, a prize was given to the booster securing the largest number of new members. Mr. Jones, who is the father of the booster method of building up the Association, and to whom great credit is due for the wonderful success that followed, offered the prize, not with the idea that the recipient would consider its intrinsic value but that he would cherish it as a memento of the canvass and of the Association's appreciation of his labors.

President Metcalf has followed in Mr. Jones' footsteps. He has continued to give prizes and at this convention he will distribute to the three highest boosters suitable awards. The recipients are asked to consider these prizes only as little remembrances from a grateful Association for their labors in the cause of an increased membership.

The Booster Prize-Winners.

The three prize winners are T. G. Moore, of Fort Worth, Texas; Harry Williams, of Nashville, Tenn., and Herman Schmitt, of the Gates Elevator Company, Cleveland, Ohio.

While these prize winners worked valiantly during the whole canvass, and richly deserve the recognition they receive, the Association does not forget the many other boosters, some of whom came close to equaling the records made by the prize winners. The thanks and gratitude of the members go to all boosters. They worked without thought of reward and made their con-

tribution to the campaign with the one idea of making the canvass a success.

Reasons for Continuing Campaign.

Now that the Association has reached the 1,000-mark, which has been the goal held out before them in the past two campaigns, the question of how to increase the membership in the future is presented. Your secretary does not believe that the booster campaigns should end with the close of the last campaign. There are two very potent reasons why they should, on the contrary, be continued. One of these reasons is that this is the only way new members can be brought into the Association without employing a field man.

This would not be a profitable undertaking for the reason that the salary and traveling expenses of such an employe would greatly exceed the monetary returns from his efforts, because there is little available material left in the Exchanges and he would of necessity be compelled to spend most of his time in the country where the prospective members are widely separated.

The second reason why the booster campaign should, in the judgment of your secretary, be continued is found in the undoubted fact that booster canvasses engender a splendid feeling of co-operation among those who take part in them. They help to increase interest in the work of the Association. They promote an



SECRETARY-TREASURER CHARLES QUINN

esprit de corps and thus solidify the membership. It is, therefore, desirable to continue the booster campaigns, though perhaps not to the same extent as in the past.

A campaign in 1917 ought to be launched, but the canvass should be short, so as to give the boosters a rest. There is such a thing, to use an old and homely illustration, as "working a willing horse to death." A campaign for perhaps 125 members should be conducted and successfully concluded in the spring and before the warm weather begins.

International Scope of Association.

Your secretary is pleased to point out the fact that the boosters within the past year secured new members in Holland and Norway. This but proves what was predicted a year ago, namely that the Association is bound in time to become more and more international in its scope. As it is but one step from an interstate to an international business, so it is natural that some of the more responsible and reliable importers in Europe should be interested in the work of the organization. Your secretary firmly believes that the time is coming when every importer of grain from the United States will want to know, before he does business with an American exporter, whether the latter is a member of the Grain Dealers National Association.

Demurrage.

In his report as chairman of the Committee on Demurrage, Matthew D. Benzaquin will have some recommendations to make relative to the demurrage situation in New England.

While at first glance this would seem to be a local matter yet it has an important bearing on the general situation. The subject of demurrage is one to which the

Association has at various times in the past given much consideration. The question of reciprocal demurrage has been agitated periodically but at the present time it seems to be held in abeyance owing to the abnormal conditions produced by the European war.

The Association, realizing that such problems as that of demurrage should be approached in co-operation with the whole shipping public, decided in January to take out a membership in the National Industrial Traffic League. This was done and now the grain dealers are assured the valuable assistance of this shipping organization in any effort that may be put forward to secure equitable conditions for the grain shipping interests.

Working for Uniform Lease.

Through the National Industrial Traffic League the Association is also endeavoring to secure a uniform lease from the carriers. The present leases foisted upon the shippers by the railroads are notoriously one-sided and unjust. They were written by railroad attorneys wholly in the interest of their clients, without regard to the equity of the case.

The National Industrial Traffic League some time ago appointed a committee to investigate the whole subject of railroad leases and side track agreements. The committee referred the matter to the League's attorney who prepared a memorandum on the legal phase of the liability of leases. He gave it as his opinion that the whole matter came squarely within the jurisdiction of the Interstate Commerce Commission.

The Commission thereupon, of its own motion, promulgated an investigation (Docket 6562) "In the Matter of Leases and Grants of Property by Carriers to Shippers," and announced that the matter would come up for hearing in the fall.

The League, through its Executive Committee, directed its attorney to intervene in the proceedings before the Commission, so that when the case comes up the Association will be represented. It is believed that the Commission will, after a full investigation, direct that something like a uniform lease be used by the carriers, and that there will be absent from this new lease many of the existing liability clauses.

Uniform Grades.

The passage of the grain grading legislation by Congress has brought the Uniform Grades Committee into prominence. For the past two or three years the work of this committee has been practically suspended pending the promulgation of grain standards and the passage of a law bringing Federal supervision.

Now that the Grain Standards Act has been passed, and the grades on wheat and oats will soon be announced by the Department of Agriculture, the committee will again assume its accustomed place of importance in the Association.

Natural Shrinkage.

As explained elsewhere the question of natural shrinkage has again become a live one because of the attempts of the carriers to inject an arbitrary shrinkage rule into their tariffs. In the proceedings before the Federal courts Mr. Goemann, chairman of the Transportation Committee, has been requested to co-operate because of his familiarity with the history of the controversy and his complete grasp of all transportation matters.

The Other Committees.

For a record of the work during the year of the committees on Telephone and Telegraph Service and Crop Reports and the Hay and Grain Joint Committee I respectfully refer you to the reports of the chairman of these committees.

Last year the Western Union Telegraph Company, on its own volition, decided to place the filing time on all messages, except those sent from railroad stations, and to place this filing time in plain figures.

This innovation has been a great success and is thoroughly appreciated by the trade which congratulates the Western Union on the disposition it has shown to meet a much needed reform.

Financial Statement.

The finances of the Association, your secretary is pleased to inform you, are in a sounder condition than at any time in the history of the Association. In the statement that follows it will be observed that our surplus amounts to \$14,830.30. This is an increase of \$2,466.34 over the amount shown in our last annual report. And this surplus was obtained notwithstanding that we spent more on legislation last year than in any previous 12 months, the amount expended in this fund being \$2,638.48.

It will also be noted that our total footings have reached \$37,719.01, this being \$5,223.37 more than last year when the high-water mark was reached. The complete statement follows:

Financial Statement of the Grain Dealers National Association, Covering the Period from October 14, 1915, to September 23, 1916, Inclusive.

RECEIPTS.

Cash on hand last report.....	\$12,363.96
Direct dues	10,976.50
Direct membership	3,349.50
Associate dues	72.50
Associate membership	188.50
Regular subscriptions to Who is Who.....	511.50
Affiliated subscriptions to Who is Who.....	601.00
Who is Who advertising.....	7,780.80
Sundries	32.75
Arbitration fees	1,035.00
Sulphured oats fund.....	10.00
Affiliated dues	597.00
Investments	200.00

Total receipts\$37,719.01

EXPENDITURES.

Salary account	\$ 6,423.15
Office supplies	772.71
Express and telegrams.....	97.70
General Printing	193.25
Who is Who.....	7,534.61
Office rent	495.00
Telephone rent and tolls.....	39.37
Refund arbitration fees.....	340.00
Legislative expense	2,638.48
Officers' traveling expense.....	1,224.98
Secretary's traveling expense.....	733.30
Postage	996.44
Sundries	223.18
Arbitration expense.....	205.82
Convention expense	925.72
Returned application fees.....	45.00

Total expenditures\$22,888.71

In Bank:

Commercial account	\$ 4,703.30
Certificates of deposit, bearing 4 per cent interest	10,000.00
Petty cash account.....	127.00

\$37,719.01

I can not bring this report to a close without thanking the officers and the chairmen of the various committees for the many courtesies shown me during the year. I feel especially grateful to President Metcalf, Mr. McCord, chairman of the Executive Committee; Mr. Reynolds, chairman of the Legislative Committee; Mr. Van Ness, chairman of the Arbitration Committee; Mr. Jones, chairman of the Arbitration Appeals Committee; Mr. Goemann, chairman of the Transportation Committee, and Mr. Radford, chairman of the Trade Rules Committee.

It has indeed been a great pleasure to work with these public spirited men whose one aim it is to make the Association bigger, stronger and better and to increase its usefulness to the trade. (Applause.)

Mr. Washer: I move that the splendid, comprehensive and scholarly report of the secretary be received, with the thanks of the Association. (Seconded by Mr. Pad-dock, and carried.)

The President: The next will be the report of the Executive Committee read by Mr. J. W. McCord, chairman.

Mr. McCord: The president and secretary in their reports did leave opportunity for Chairman Reynolds of the Legislative Committee, but so far as I have been able to observe, every sound of thunder of the Executive Committee has been appropriated, and there is little contained in our report that has not been covered by the reports just read. Really I should only beg leave to print the repetition of the remarks of your committee. However, our report is short and will not weary you.

REPORT OF EXECUTIVE COMMITTEE

Much of the subject matter included in the report of your committee has been touched upon, directly and indirectly, in the address of the president and the report of the secretary, and further reference to the several matters herein presented to you will no doubt be made in the reports to be presented later by the several standing committees, particularly the Committees on Legislation and Trade Rules. Therefore, we will not attempt to review in close detail the administrative and executive activities of the committee during the past year.

We would be ungrateful, and remiss in duty, should we fail to extend the sincere thanks of the Board of Directors and every member of the Association, to the officers of the Association, the members of the several standing committees, and the Booster Committee, for the grand accomplishments of the year.

The Association has never before closed a year so replete with effective intensity of well-directed effort and attainment of successful accomplishments, as is now in substantial evidence and reality.

Great self-sacrifice on the part of your officers, members of committees and many members from the ranks, have, without doubt, produced the most wonderful progress so clearly and prominently apparent at this time of the closing of the one great year of association

activities; great and prosperous in every detail and essential that contribute to the success of one of the greatest trade organizations of the commercial world.

We mention, in order of occurrence, some of the greater and most important features of the work in hand:

At the first meeting of the present Board, October 12, 1915, the "Sulphured Oats" proposition received due consideration to the end that a modified ruling consistent with the poor and inferior condition of the 1915 crop should be made by the Department of Agriculture. You know the result, as evidenced by the final ruling promulgated after an exhaustive hearing by Secretary Houston during the latter part of November.

On October 13 the Board of Directors unanimously voted for Baltimore as the place for the 1916 Convention. We are now here to sincerely and heartily approve the action of the Board and to be the recipients of the warm, whole souled, unstinted hospitality of which our host, Baltimore, is justly proud.

Settlement of Disputes by Secretary.

We note successful efforts made by Secretary Quinn in many instances bringing about settlements of disputes between members who have indicated a desire to have their controversies submitted to the Committee on Arbitration. This feature has suggested the need of some provision that will afford relief to the steadily increasing burdensome duties imposed on the Arbitration Committee. Your committee is trying to formulate some practical plan that will meet the exigencies of the situation.

The surety bonds of Secretary Quinn and Chief Clerk



THESE PEORIA GRAIN MEN DO NOT BELIEVE IN SIGNS

Kiburtz (\$5,000 each), were approved and placed in the hands of the chairman of your committee.

On January 21, at a meeting of the Council of Grain Exchanges, steps were taken, through representatives of our Association, to bring about uniform trade rules for all Exchanges and terminal markets. The Advisory Committee of the Association, consisting of the secretaries of the eight affiliated state associations, was instructed by President Metcalf to proceed with the work on the part of the Association.

Trade Rules Discussion.

The Advisory Committee has held two meetings, and has completed a tentative revision of the Trade Rules of the Association.

The proposed Uniform Trade Rules of Exchanges and terminal markets was considered by a joint meeting of the Advisory Committee and delegates from the Council of Grain Exchanges on August 10.

Owing to the apparent varying conditions and provisions of the several markets, it was decided to have the rules of each market analyzed and tabulated as to the subjects in common embraced in the rules of each market. To accomplish this great work, required the services of an expert. We were fortunate in securing the services of Mr. V. E. Butler, who has completed the work and has submitted a complete and exhaustive report which will be acted upon by the proper committees, or as this convention may direct.

Work of Great Magnitude.

The proposition is one of large magnitude and great importance; it will hardly be possible to dispose of it fairly intelligently and effectively at this convention; numerous conferences by all parties at interest will no doubt be necessary to reach a satisfactory conclusion.

The internal affairs of the Association, through the co-operation of President Metcalf and Secretary Quinn, have been under close supervision by your committee. In the Financial and Accounting Department all expenditures of money have been made by authorized vouchers signed by the president of the Association and the chairman of your committee, and paid by checks on the Home Savings Bank Company of Toledo,

signed by the secretary and countersigned by the chairman of your committee. All the accounts and records are kept in a systematic and intelligent manner, affording ready and easy reference for all of the complex details of the office.

Association on Sound Basis.

Our Association is conducted on a businesslike basis. We are in a prosperous, solvent financial condition; and in order to continue our activities effectively, we must not allow our financial resources to become impaired, thereby diverting our energies from the legitimate and useful work of the Association to the laborious work of raising funds.

We believe a continuation of the "Booster" effort will solve the problem of financial support; and now that we have passed the goal of 1,000 direct members, we must not be content, but establish a new goal of 1,200 regular members for the coming year.

You are no doubt cognizant of the recent enactment by Congress of the new Internal Revenue Bill, the provision of which became effective at midnight on September 8, under which law all stamp taxes, which have been a great burden on the grain trade, were abolished. While our Association has not been intensely active in this matter, we recognize the efficient efforts of our close allies, all of the mutual fire insurance companies, who are so loyal and liberal in the support of our Association.

Your committee urges and bespeaks your continued loyal support of the Association with even greater intensity than ever before. You have a great resource at your command, a sure bulwark for the protection of

your individual and your common interests. Keep this well in mind and give us your best endeavors for grander and greater accomplishments. (Applause.)

CAR SHORTAGE RESOLUTION

Mr. Wayne: I would like to present the following resolution and move its adoption:

Whereas, the existing shortage of box cars for grain shipments is causing acute distress throughout the country and entailing loss to producer and to shipper alike; and

Whereas, it is authoritatively stated that Eastern carriers are holding foreign cars in their territory for their uses and that certain manufacturing interests are using cars for storage purposes instead of putting them back as transportation equipment, both of which practices are detrimental to the interests of the entire grain trade, and

Whereas, some state utilities commissions and state grain associations have already pleaded for relief with the Interstate Commerce Commission with but slight effect, and

Whereas, this seems to be a propitious time for the concentration of all such efforts in one common cause and for the presentation of stern demands for assistance from our united business interests; therefore, be it

Resolved, that the Grain Dealers National Association in convention assembled hereby respectfully asks the aid of all state utilities or railroad commissions to co-operate with this Association in petitioning the Interstate Commerce Commission for immediate consideration of our difficulties and for such prompt remedial orders as will aid in the emergency; and finally, be it

Resolved, that the president of the Grain Dealers National Association is hereby empowered to name at once a representative committee to wait on the Interstate Commerce Commission and to ask the co-operation of such other organizations as may seem fit, with a view to relieving the car shortage before another crop movement.

Mr. Jones: I will second it.

Mr. Wayne: The secretary of the Illinois Grain Dealers Association, Mr. Hitchcock, received this morning a communication from a member of the Utilities Commission of Illinois, and I would like very much to have that letter read.

The President: We should be very glad to have it.

Mr. Hitchcock: Because the State Public Utilities Commission of Illinois has set a standard for other railroad commissions in its pronounced activity in the matter of car shortage, it seems not inappropriate to read this communication from Commissioner Frank H. Funk of that Commission:

"Enclosed find copy of telegram sent by this Commission to the Interstate Commerce Commission, also copy of letter sent to Commissioner Harlan of that Commission relative to the famine of grain cars in Illinois.

"Permit me to suggest that it might be very helpful if you would write a letter to Commissioner Harlan at your earliest convenience, calling his attention to the car shortage, and particularly advising him, if you have the information, of the large amount of grain in the hands of country shippers awaiting loading. Very truly yours."

The reason we are presenting this for your consideration is that it suggests a line of action for you to pursue in your different states with your railroad commissions.

The letter is as follows:

"This is to confirm a telegram of even date to your Commission, a copy of which is attached hereto, calling

cars which are now on Eastern roads, I realize that this matter has been brought to the attention of your Commission many times, but I most respectfully urge that your Commission, at the earliest moment, ascertain the facts as they are at present, and take such steps as will bring about relief to the Illinois grain shippers."

Then this is the telegram:

Telegram of Complaint.

"Interstate Commerce Commission,

"Washington, D. C.

"A large number of complaints have been received by the State Public Utilities Commission of Illinois which indicate that a very serious car shortage, particularly of cars suitable for grain loading, exists throughout the state of Illinois. Country elevators are full, and millions of bushels of grain remain on the farms awaiting cars for shipment and the movement of grain is blocked. This condition will soon be aggravated by the marketing of the new crop of corn, much of which, on account of early frosts, is in poor condition, and will be offered for immediate shipment. Relief is imperative, and unless it is obtained the farmers and the shippers of the state will suffer a tremendous loss. This car shortage is largely due to the detention of Eastern lines for their own use of cars shipped to Eastern markets and the seaboard from Western originating points. The prompt unloading and immediate return of such cars to Western proprietary lines should be insisted upon. The State Public Utilities Commission of Illinois therefore desires to call the attention of the Interstate Commerce Commission to this condition

to concert measures together in organized co-operation by parties, but that whenever party feeling touches any one of the passions that work against the general interest, it is altogether to be condemned. And therefore I feel that on occasions like this we should divest ourselves of the consciousness that we are in the midst of a political campaign, because associations like this are not gathered together to take part in partisan discussions, but to consider those permanent interests of the nation which concern us all the time, which do not alter their aspects because parties are eager for power; and that we should, as much as possible, on all occasions, think of ourselves as first of all, men devoted to the welfare of the country, and, as compared with that, devoted to nothing else whatever.

What I have come to say to you today, therefore, I would wish to say in an atmosphere from which all the vapors of passion have been cleared away, for I want to speak to you about the business situation of the world so far as America is concerned.

Agricultural Development.

I am not going to take the liberty of discussing that business situation from the special point of view of your Association, because I know that I would be bringing coals to Newcastle. I know that I am speaking to men who understand the relation of the grain business to the business of the world very much better than I do. And I know that it has proved that except under very unusual circumstances, such as that existing in the immediate past, the export of grain from this country has been a diminishing part of our foreign commerce rather than an increasing part; that the increase of our own population, the decrease in proportion to that increase of our production of grains, has been rendering the question of foreign markets less important, (though still very important), than it was in past generations, so far as the dealing in grain is concerned.

I also remember, however, that we have only begun in this country the process by which the full product of our agricultural acreage is to be obtained. The agricultural acreage of this country ought to produce twice what it is now producing, and under the stimulation and instruction which have recently been characteristic of agricultural development, I think we can confidently predict that within, let us say, a couple of decades, the agricultural production of this country will be something like doubled, whereas there is no likelihood that the population of this country will be doubled in the same period. You can look forward, therefore, it seems to me, with some degree of confidence, to an increasing, and, perhaps, a rapidly increasing volume of the products in which you deal. But I, as I have said, have not come to discuss that. I have come to discuss the general relation of the United States to the business of the world in the decades immediately ahead of us.

New Era of Business.

We have swung out, my fellow citizens, into a new business era in America. I suppose there is no man connected with your Association who does not remember the time when the whole emphasis of American business discussion was laid upon the domestic markets. I need not remind you how recently it has happened that our attention has been extended to the markets of the world, much less recently, I need not say, in the matters with which you are concerned than in the other export interests of the country. But it happened that American production, not only in the agricultural field and in mining and in all the natural products of the earth, but also in manufacture, increased in recent years to such a volume that American business burst its jacket; it could not any longer be taken care of within the field of the domestic market, and when that began to disclose itself as the situation, we also became aware that American business men had not studied foreign markets; that they did not know the commerce of the world, and that they did not have the ships in which to take their proportionate part in the carrying trade of the world; that our merchant marine had sunk to a negligible amount, and that it had sunk to its lowest at the very time when the tide of our exports began to grow in most formidable volume.

Effect of New Banking Laws.

One of the most interesting circumstances of our recent business history is this: the banking laws of the United States—I mean the Federal banking laws—did not put the national banks in a position to do foreign exchange under favorable conditions, and it was actually true that private banks, and sometimes branch banks drawn out of other countries, notably out of Canada, were established at our chief ports to do what American bankers ought to have done. It was as if America was not only unaccustomed to touching all the nerves of the world's business, but was disinclined to touch them, and had not prepared the instrumentalities by which it might take part in the great commerce of the round globe. Only in very recent years have we been even studying the problem of providing ourselves with those instrumentalities. Not until the recent legislation of Congress, known as the Federal Reserve Act, were the Federal banks of this country given the proper equipment through which they could assist American commerce, not only in our own country, but in any part of the world where they chose to set up branches. British banks had been serving British merchants all over the world. German banks had



PRESIDENT WILSON AND MRS. WILSON LEAVING THE STATION TO ADDRESS THE CONVENTION

the attention of your Commission to the acute shortage of cars suitable for grain shipment in Illinois. As a result of the numerous complaints of country shippers because of insufficient grain cars, this Commission held an informal conference yesterday with the carriers and shippers. The statements of both the carriers and shippers indicate that the principal reason for the grain car shortage in Illinois is because the Eastern roads are not returning any cars when they are unloaded to proprietary lines.

"It seems to our Commission that the rule providing for 45 cents per diem in use by the American Railway Association is utterly inadequate to meet the situation, as it is very obvious that any Eastern road can well afford to pay 45 cents per day for a foreign car when it is in great need of cars, and can earn a daily revenue many times the amount of the per diem of 45 cents.

Prompt Action Urged.

"This Commission most respectfully suggests and urges that the Interstate Commerce Commission take immediate steps to force the Eastern roads to return to the Western roads the cars that have been unloaded in the East and which should be available to the patrons of the owning roads, who in a large measure are the principal financial supporters of those roads. I understand that as a result of the efforts of your Commission, the Eastern members of the American Railway Association some months ago agreed to return 125 Western cars for every 100 Western cars received subsequent to that date.

"I am further advised that this agreement is not being kept, but even if it is being kept, in view of the fact that there are tens of thousands of Western cars now in the East, which when emptied of their Western loads are used by the Eastern road at the above rate of 125 to 100, it would take months and years under that arrangement to return the large number of Western

and to urge such immediate action in this emergency as will bring the desired relief.

"R. B. PRATHER, Secretary."

(Motion carried.)

The President: This ends our program for this morning, and we will now recess until 2:30 this afternoon. The session this afternoon will be at the Lyric Theater.

Monday Afternoon Session

The meeting was called to order in the Lyric Theater at 2:45 by President Metcalf.

(The Municipal Band of Baltimore played a number of airs, including "My Maryland" and "America." As the band was playing the latter, with the convention standing, President Wilson and his party entered the hall amid applause and cheers. Convention was then seated.)

President Metcalf: Gentlemen of the Association, Ladies and Gentlemen—The President. (Applause.)

ADDRESS OF PRESIDENT WILSON

President Wilson: It is a matter of sincere congratulation to me that I can come and address an association of this sort, and yet I feel that there is a certain drawback to the present occasion. That drawback consists of the fact that it occurs in the midst of a political campaign, and nothing so seriously interrupts or interferes with the serious and sincere consideration of public questions as a political campaign.

I want to say to you at the outset that I believe in party action, but that I have a supreme contempt for partisan action; that I believe it is necessary for men

been serving German merchants all over the world, and no national bank of the United States had been serving American merchants anywhere in the world except in the United States. We had, as it were, deliberately refrained from playing our part in the field in which we prided ourselves that we were the most ambitious and most expert, the field of manufacture and of commerce.

All that has passed, and the scene has been changed by the events of the last two years, almost suddenly, and with a completeness that almost daunts the planning mind. Not only when this war is over, but now, America has her place in the world, and must take her place in the world, of finance and commerce upon a scale that she never dreamed of before. (Applause.) My dream is that she will take her place in that great field in a new spirit, which the world has never seen before, not the spirit of those who would exclude others, but the spirit of those who would excel others. (Applause.) I want to see America pitted against the world, not in selfishness, but in brains. (Applause.)

Knowledge the Groundwork.

The first thing that brains have to feed upon is knowledge, and when I hear men proposing to deal with the business problems of the United States in the future as we dealt with them in the past, I do not have to inquire any further whether they are equipped with knowledge. (Laughter and applause.) I dismiss them from the reckoning, because I know that the facts are going to dominate, and they know nothing about the facts. And the most that we can supply ourselves with just now is not the detailed program of policy, but the instrumentalities of gaining thorough knowledge of what we are about. Every man of us must for some time to come be from Missouri. We must want to know what the facts are, and when we know what the facts are we shall know what the policy ought to be.

What instrumentalities have we provided ourselves with in order that we may be equipped with knowledge? There has been an instrumentality in operation for four or five years, of which, strangely enough, American business men have only slowly become aware. Some four or five years ago Congress established in connection with the department which was then the Department of Commerce and Labor, now the Department of Commerce, a Bureau of Foreign and Domestic Commerce; and one of the advantages which the American Government has had has been that it has been able to hire brains for much less than the brains were worth.

Value of Department of Commerce.

It is in a way a national discredit to us, my fellow citizens, that we are paying studious men, capable of understanding anything, and of conducting any business, just about one-third of what they could command in the field of business; and it is one of the admirable circumstances of American life that they are proud to serve the Government on a pittance. (Applause.) There are such men in the Bureau of Foreign and Domestic Commerce. They have been studying the foreign commerce of this country as it was never studied before, and have been making reports so comprehensive and so thorough that they compare, to their great advantage, with the reports of any similar bureau of any other government in the world; and I have found, to my amazement, that some of the best of these reports seem never to have been read. All you have to do in order to find out the details of some of the greatest fields of activity in the world in the matter of business, is to resort to the Bureau of Foreign and Domestic Commerce.

But there again the phenomena that I have been speaking of have displayed themselves in a very remarkable way. It needed the catastrophe and the tragedy of this war to awaken American business men to the fact that these were the things which they must know, and know at once.

And then, in addition to that, there was recently created the Federal Trade Commission. It is hard to describe the functions of that Commission, but all I can say is that it has transformed the Government of the United States from being an antagonist of business into being a friend of business. (Applause.) A few years ago American business men—and I think you will corroborate this statement—took up their morning paper with some degree of nervousness to see what the Government was doing to them. I ask you if you take up the morning paper now with any degree of nervousness? (Applause.) And I ask you if you haven't found, those of you who have dealt with it at all, the Federal Trade Commission to be put there to show you the way in which the Government can help you, and not the way in which the Government can hinder you.

Government to Aid Business.

But that is not the matter that I am most interested in. It has always been a fiction—I don't know who invented it, or why he invented it, but it has always been a fiction that there was a contest between the law and business. There has always been a contest in every government between the law and bad business. (Applause.) And I don't want to see that contest softened in any way. But there has never been any contest between men who intended the right thing and the men who administered the law. But what I want to speak about is this: One of the functions of the Federal Trade Commission is to inquire, with the fullest

powers ever conferred upon a similar commission in this country, into all the circumstances of American business, for the purpose of doing for American business exactly what the Department of Agriculture has so long, and with increasing efficiency, done for the farmer; informing the American business man of every element, big and little, with which it is his duty to deal. Here are created searching eyes of inquiry to



ON THE BALCONY OF THE EMERSON
Geo. Booth, L. F. Gates, John H. Barrett.

do the very thing that it was imperatively necessary and immediately necessary that the country should do, look upon the field of business and know what was going on.

Then, in the third place, you know that we have just now done what it was common sense to do about the tariff. We haven't put this into words, but I don't hesitate to put it into words; we have admitted that on the one side and on the other we were talking theories and launching policies without a sufficient



INDIANA AND MICHIGAN STATE PRESIDENTS
J. S. Hazelrigg and T. J. Hubbard.

knowledge of the facts upon which we were acting; and therefore we have established what is going to be a non-partisan tariff commission to study the conditions with which legislation has to deal in the matter of the relations of America with foreign business transactions. Another eye created to see the facts! And I am hopeful that I can find the men who will see the facts and state them, no matter whose opinion those facts contradict, for an opinion ought always to have a profound respect for a fact. (Laughter and applause.) And when you once get the facts, opinions that are antagonistic to those facts are necessarily defeated. I have never found a really courageous man who was afraid to put his opinion to the test

of facts, or a morally sincere man who wasn't ready to surrender to the facts when they were contrary to his opinions. (Applause.) And the tariff commission is going to look for the facts, no matter who is hurt.

So that we are creating, one after another, the instrumentalities, so that the business men of this country shall know what the field of the world's business is, and deal with that field upon that knowledge.

Then, when the knowledge is obtained, what are we going to do? One of the things that interests me most about an association of this sort is that the intention of it is, that the members should share a common body of information, and that they should concert among themselves those operations of business which are beneficial to all; that, instead of a large number of dealers in grain acting separately, and each fighting for his own hand, you are willing to come together and study the problem as if you were partners and brothers and co-operators in this field of business. That has been going on in every occupation in the United States of any consequence. Even the men that do the advertising have been getting together, and they have made this startling fundamental discovery that the only way to advertise successfully is to tell the truth. (Laughter and applause.)

Truth the Basis of Business.

There are many reasons for that. One of the chief reasons is that when you get found out, it is worse for you than it was before. But the great reason, the sober reason is that business must be founded on the truth. And you men get together in order to create a clearing house for the truth about your business. Very well. That is a picture in small of what we must do in the large. We must co-operate in the field of business, the Government with the merchant, the merchant with his employee, the whole body of producers with the whole body of consumers, to see that the right things are produced in the right volume and find the right purchasers at the right place, and that all working together we realize that nothing can be for the common benefit which is not for the individual benefit.

You know there was introduced into the House of Representatives recently a bill commonly called the Webb Bill, for the purpose of stating it as the policy of the law of the United States, that nothing in the anti-trust laws now existing should be interpreted to interfere with the proper sort of co-operation among exporters. The foreign field is not like the domestic field. The foreign field is full of combinations meant to be exclusive. The anti-trust laws of the United States are intended to prevent any kind of combination in the United States which shall be exclusive of new enterprises within the United States, any combination which shall set up monopoly in America.

Coöperation in Export Trade.

The export business, however, is a very peculiar business, a very complicated business, a very extensive business, and it should be possible, and it will be possible and legal, for men engaged in export to get together and manage it in groups, so that they can manage it at an advantage instead of a disadvantage as compared with foreign rivals, not for the purpose of exclusive and monopolistic combination, but for the purpose of co-operation—and there is a very wide difference there. I, myself, despise monopoly, and I have an enthusiasm for co-operation. (Applause.)

By co-operation I mean working along with anybody who is willing to work along with you under definite understandings and arrangements which will constitute a sound business program. There can be no jealousy of that, and if there had been time I can say with confidence that this bill which passed the House of Representatives would have passed the Senate of the United States also. So that any obstacle that ingenious lawyers may find in the anti-trust law—I was a lawyer once myself, before I reformed (laughter)—and I can divide a hair between north and northeast sides, but I do not think it is worth while, and I do not think that statutes are the places for ingenuity. (Applause.) A statute is intended to lay down a broad and comprehensive and national policy, and it should be read in that light. (Applause.) But there would be no fun in punctuation if you had to read it that way. (Laughter.) The purpose of legislation in the immediate future of this country is going to be to remove all ingenious construction, and make it perfectly clear what the liberties as well as the restraints of trade are in this country. (Applause.)

The Merchant Marine.

And then there must be co-operation not only between the Government and the business men, but between the business men. The shippers must co-operate, and they should be studying right now how to co-operate. There are a great many gentlemen in other countries who can show them how. And they should look forward particularly to caring for this matter, that they have vehicles in which to carry their goods. We must address ourselves immediately and as rapidly as possible to the creation of a great American merchant marine. (Applause.)

Our present situation is very like this: Suppose a man who had a great department store did not have any delivery wagon, and depended upon his competitors in the same market to deliver his goods to his customers. You know what would happen. They would deliver their own goods first and quickest, and they would deliver yours only if they were to be delivered upon the routes

followed by their wagons. That is an exact picture of what is taking place in our foreign trade this minute. Foreign vessels carry our goods where they, the foreign vessels, happen to be going, and they carry them only if they happen to have room in addition to what they are carrying for other people. You cannot conduct trade that way. That is conducting trade on sufferance. That is taking trade on an "If-you-please" basis; that is conducting trade on the basis of service, the point of view of which is not yours or mine. Therefore we cannot lose any time in getting delivery wagons. (Applause.)

There has been a good deal of discussion about this recently, and it has been said the Government must not take any direct part in this; you must let private capital do it. And the reply was this: "All right, go ahead." "Oh, but we won't go ahead unless you help us." We said, "Very well, we will go ahead, but we won't need your help (applause), because we don't want to compete where you are already doing the carrying business, but where you are not doing the carrying business and it has to be done for some time at a loss, we will undertake to do it at a loss until that route is established, and we will give place to private capital whenever capital is ready to take the place." (Applause.) That sounds to me like a very reasonable proposition. We will carry your goods one way when we have to come back empty the other way and lose money on the voyage, and when there are cargoes both ways and it is profitable to carry them, we shall not insist upon carrying them any longer.

The Field to the South.

And it is absolutely necessary now to make good our new connections. Our new connections are with the great and rich republics to the south of us. For the first time in my recollection they are beginning to trust and believe in us and want us, and one of my chief concerns has been to see that nothing was done that did not show friendship and good faith on our part. (Applause.) You know that it used to be the case that if you wanted to travel comfortably in your own person from New York to a South American port, you had to go by way of England, or else stow yourself away in some uncomfortable fashion in a ship that took almost as long to go straight, and within whose bowels you got in such a temper before you got there that you didn't care whether the ship got there or not. (Laughter.)

The great interesting geographical fact to me is that by the opening of the Panama Canal there is a straight line south from New York through the Canal to the western coast of South America, which hitherto has been one of the most remote coasts in the world so far as we were concerned; and that the west coast of South America is now nearer to us than the eastern coast of South America ever was to us, although we had the open Atlantic upon which to approach the eastern coast. And therefore here is the loom all ready upon which to spread the threads which can be worked into a fabric of friendship and wealth such as we have never known before. (Applause.)

Confidence and Understanding Necessary.

The real wealth of foreign relationships, my fellow citizens, whether they be the relationships of trade or of any other kind of intercourse, the real wealth of these relationships is the wealth of mutual confidence and understanding. (Applause.) If we do not understand them and they do not understand us, we cannot trade with them, much less be their friends, and it is only by weaving these intimate threads of connection that we shall be able to establish that fundamental thing, that psychological spiritual nexus which is after all the real warp and woof of trade itself.

We have got to have the knowledge, we have got to have the co-operation, and then back of all that has got to lie what America has in abundance and only has to release, that is to say, the self-reliant enterprise. (Applause.)

Enterprise the Conqueror.

There is only one thing I have ever been ashamed about in America, and that was the timidity and fearfulness of Americans in the presence of foreign competitors. I dwelt upon America all my life, and am an intense absorber of the atmosphere of America, and I know by personal experience that there are as effective brains in America as anywhere in the world. (Applause.) And I am not afraid to pit American business men against any competitors in the world. (Applause.) Enterprise, the assurance which Americans have shown, the knowledge of business which they have shown, all of these things are going to make for that peaceful and honorable conquest of foreign markets which is our reasonable ambition. (Applause.)

I spoke a moment ago of the Federal Trade Commission. In conference with various business associations members of that Commission have made this astonishing discovery, that in some fields of manufacture at any rate, not 10 per cent of the producers of America keep accurate cost accounts; they do not know how much each part of their operation costs them; they haven't analyzed their business in such a way as to know where economy can be substituted for waste, or where efficiency can take the place of inefficiency. And one of the things that are going to happen, now that we are going up against the expert cost accountants of the world, is that we are going to become first class economists, and that American labor, already distinguished for its efficiency, is going to

double and treble that efficiency, and that when that takes place, and this great stimulating influence of the world's competitive brains has wrought its effects upon us, we are going to be, I hope, what the world has never seen yet, a body of men who do not want to prevail by the backing of their Government, but by the backing of their skill and knowledge. (Applause.)

A friend of mine was once invited to attend a peace meeting. He said he would go with pleasure, if he might be permitted to explain that most of the men who were sitting on the platform were fomenting war, and when he was asked to explain his meaning, he said, "I have looked over the list of the men who constitute your Executive Committee, and almost every one of them is engaged in doing things to excite the hostility and disturb the national feeling of men in foreign countries, particularly in the Orient, which will inevitably lead to war sooner or later." Because



MARSHALL HALL OF ST. LOUIS

the competitions of the modern world that are lasting are not the competitions of physical force; they are the competitions of intellectual force. The competitions of business either lay the foundations of respect and mutual confidence or the foundations of suspicion and mutual hostility.

America has stood in the years past for that sort of political understanding among men which would let every man feel that his rights were the same as those of another, and as good as those of another. And the mission of America in the field of the world's commerce is to be the same, that when an American comes into that competition, he comes without any arms that would enable him to conquer by force, but only with those peaceful influences of intelligence and desire to serve and knowledge of what he is about, before which everything softens and yields and renders itself subject. (Applause.) That is the mission of America. And my interest so far as my small part in American affairs is concerned is to lend every bit of intelligence I have to this interesting, this vital, this all-important matter of releasing the intelligence of America for the service of mankind. (Applause.)

(Convention stood during playing of "The Star Spangled Banner" and while the President left the hall.)

President Metcalf: We will now take up our regular program for the afternoon. The first is the report of the Committee on Legislation.

Mr. Reynolds: The report of this Committee at this time is of a little more interest than usually involved in the report, owing to the fact that it is so closely and intimately connected at this time with the admin-

istration of the Grain Standards Act. Inasmuch at matters along that line are moving very rapidly during the last three or four days, and owing to the fact that Mr. Brand of the Office of Markets has requested permission to appear before this convention on Wednesday, and they are to be ready to take up the matters pertaining to the administration of the Grain Standards Act, it has been thought best to defer our report until that time, so that there might be no conflict, not only in word or deed, but in sentiment, with the work this office is now engaged in in trying to harmonize all interests in the administration of that Act. My report will come immediately after or during the conference with Mr. Brand.

The President: We will have the report of the Committee on Transportation, Mr. Goemann, chairman. Mr. Goemann has interesting things to tell us. He has labored hard during the last year and I am sure will give us something of interest.

REPORT OF TRANSPORTATION COMMITTEE

Mr. Goemann: At the last annual meeting of the Association, held in Peoria, I was instructed to proceed to Chicago and object to the minimum weights which the carriers had then practically decided upon for use in Central Freight Association territory.

I appeared before the Grain Committee of the Central Freight Association and made my objections to the committee, and as result of that conference they agreed to await report from the grain shippers as to a set of rules and minimums that would be acceptable to the grain trade. In compliance therewith, a meeting of representatives of the various state grain organizations and chambers of commerce was held in the directors' room of the Chicago Board of Trade on November 20, 1915, and rules, regulations and minimums agreed upon, and which have been the basis of negotiations with the Central Freight Association roads.

The Grain Committee of the carriers and the committee of the shippers agreed upon certain minimums and rules, and which were then referred to a vote of the general freight agents of the Central Freight Association lines, and who concurred in the Grain Committee's recommendations.

Agreement on Minimums.

The matter was then submitted to the Official Classification Committee by Eugene Morris, chairman of the Central Freight Association lines, and they held a hearing in Chicago. Mr. Hazelrigg of the Indiana Association, Mr. Brown of the Chicago Board of Trade, and your chairman, appeared before the Official Classification Committee and requested the adoption of the minimums and rules as agreed upon by the Central Freight Association roads and the shippers.

The Official Classification Committee, however, referred the matter back to the Central Freight Association roads, with request that same be amended in some particulars. Mr. Brown of the Chicago Board of Trade and myself again appeared before the Grain Committee, and by making slight modifications, the Grain Committee reaffirmed the previous minimums and rules which had been adopted.

I have a letter from Mr. Eugene Morris, chairman of the Central Freight Association, under date of September 11, in which he advises that the report of the Grain Committee has been submitted to the general freight agents of the Central Freight Association lines for their vote, and that he is pressing for their vote upon the report adopted at the conference on August 10, and that he hopes to be able to advise the chairman of the Official Classification the final decision of the Central Freight Association lines in the immediate future.

I am hopeful that the minimums as have been agreed upon, will be put into effect in the very near future. It is understood that when the minimums and rules become effective, that 90 days shall elapse between the issuing and effective date, so as to give the shippers opportunity to protect their contracts.

Car Lot Minimums and Rules.

The following minimums and rules are the ones agreed upon by the Grain Committee of the Central Freight Association roads, and the shippers' committee:

BARLEY	
In bulk (Subject Notes 1 and 5).....	60,000 lbs.
In sacks or barrels (Subject Note 1).....	56,000 lbs.
BARLEY—OATS MIXTURE	
In bulk (Subject Notes 1, 3 and 5).....	51,200 lbs.
In sacks or barrels (Subject Notes 1 and 3).....	48,000 lbs.
BARLEY—OATS MIXTURE	
In bulk (Subject Notes 1, 4 and 5).....	60,000 lbs.
In sacks or barrels (Subject Notes 1 and 4).....	56,000 lbs.
CORN, N. O. S. SHELLED	
In bulk (Subject Notes 1 and 5).....	61,600 lbs.
In sacks or barrels (Subject Note 1).....	56,000 lbs.
CORN, NOT SHELLED	
In bulk	49,000 lbs.
In sacks or barrels	40,000 lbs.
OATS	
In bulk (Subject Notes 1 and 5).....	51,200 lbs.
In sacks or barrels (Subject Note 1).....	48,000 lbs.
RYE, N. O. S.	
In bulk (Subject Notes 1 and 5).....	61,600 lbs.
In sacks or barrels (Subject Note 1).....	56,000 lbs.
WHEAT, N. O. S.	
In bulk (Subject Notes 1 and 5).....	64,500 lbs.
In sacks or barrels (Subject Note 1).....	60,000 lbs.

NOTE 1.—In ordering cars for grain the minimum carload weight of which is subject to this Note, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weights prescribed.

Whenever practicable cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used, except as otherwise provided for.

If the carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight, and a car of less weight capacity is available such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds.

NOTE 3.—Carlot minimums shown for these items apply only when the proportion of barley is not over 25 per cent of the mixture.

NOTE 4.—Carlot minimums shown for these items apply only when the proportion of barley is more than 25 per cent of the mixture.

NOTE 5.—When a car of grain is loaded at loading point to within 3 feet of the roof at the side walls of the car and a notation to this effect is inserted on bills of lading by shipper, actual weight subject to minimum of 40,000 pounds will apply. In absence of notation to the above effect, the prescribed minimum weights, subject to actual weights if in excess will apply.

The above minimums are on the basis of carlots, and also to apply on both export and domestic grain.

It was also agreed that the above minimum weights and rules be provided for by correction in the Official Classification under caption of "Grain and Grain Screenings."

In the matter of minimums on grain screenings, the present minimum weights were left in effect with an agreement that a further conference will be had as to the minimums to be applied on same.

Mr. George A. Wells, secretary of the Western Grain Dealers Association, has brought up the question regarding the minimums in the Western Trunk Line Association, and where at present the minimums are entirely different from those in the Central Freight Association territory. It is up to the shippers in Western Trunk Line territory to say whether they desire the Transportation Committee of the Grain Dealers National to bring about a conference with the Western Trunk lines, along the same lines as have been followed in Central Freight Association territory.

The carriers have also brought to an issue the shrinkage deduction when claims are filed for loss, and enforcing the rule of deducting one-fourth of one per cent on corn and one-eighth of one per cent on all other grain, where claims and liability have been properly established. This matter is now in the hands of the Council of Grain Exchanges, and understand that counsel for the Grain Exchanges will take the matter into court.

Mr. Reynolds: How did Note 1 come about?

Mr. Goemann: Note 1 is an agreement between the official Classification Committee, the Grain Dealers National Association and the Interstate Commerce Commission. We appeared before Commissioner Clark of the Interstate Commerce Commission, and this Note 1 was agreed on to make the 40,000 capacity car available. We cannot void Note 1, because it is not desirable to.

I believe that these are the three essential things that have come before the Transportation Committee. There have been other items it is not worth while to report on. Meetings with the Central Freight Association have been numerous. As you know, the railroads have the large capacity cars, and they want to load them as full as possible, and these rules are largely in favor of the small country station and the small dealer at the seaboard who has small facilities and cannot take these large capacity cars. The minimums in the Western Trunk Line Association are based on loading within about 10 per cent capacity of the car, but they have a rule which permits a small car to be ordered and which in many cases is wrongfully used, and many of the shippers thus make themselves liable for violation of the Interstate Commerce Commission provision. Instead of placing an order with the railroad company for a certain size of car, they find out from the agent what size of car he has, and say "Set it up here, and put a notation on that that this size of car was ordered," and it is a technical violation, and they are likely to get themselves in trouble. But that qualifying clause enables some of these men to get smaller capacity cars within the minimum provided for. The committee did not feel they should take it up with the Western Trunk Lines unless it was the wish of the Association to have the matter adjusted along these lines.

Mr. Reynolds: Could a man at a country station bill that car for instance through to some point in Pennsylvania and get the benefit of the loading?

Mr. Goemann: Yes, if the man is careless, and does not insert in his shipping tickets and bills of lading the actual weight, if it is less than the prescribed minimum, he must pay the prescribed minimum that applies on the car that is loaded. So he must do his business carefully at the time the shipment is made.

Mr. Reynolds: What was the original intent of that,

so that he might load less than his required number of pounds?

Mr. Goemann: No, the intention of that loading is to get a proper inspection upon the initial line that brings the grain into the terminal market. There has been a great deal of complaint of different markets which grade the grain too full subject to reinspection when it reaches the elevator for unloading, and the grain has deteriorated since the time it was originally inspected on account of the distance of the terminals; and in order to protect the country shipper, and to establish the absolute quality of the grain when originally inspected on the inbound road, this rule is put into effect, because it is conceded that a 3-foot space will enable any inspector to properly grade any car of grain.

Mr. Reynolds: Will that apply to oats? With the maximum amount loaded into most cars, won't it apply instead of the minimum weights given there? Not



CHARLES ENGLAND OF BALTIMORE

many cars of oats will have the required amount in when loaded 3 feet below the roof.

Mr. Goemann: That will depend on the quality of the grain you harvest.

Mr. Reynolds: But as an average?

Mr. Goemann: The point is that one year out of seven or eight, when oats are light, you will find some sections where oats weigh 22 to 23 pounds to the measured bushel, and then you can't load within 3 feet of the roof, and we have inserted a minimum of 40,000 pounds on such cars.

Mr. Reynolds: Isn't it your thought that the smaller loading will prevail on oats?

Mr. Goemann: Yes, to some extent that will prevail at the smaller stations. That was one of the objections of the carriers to our proposition, that they would probably have to handle a great many cars that are below the prescribed minimum at the present time. Under the present rule you have a minimum of 48,000 for exactly those same oats. Under this rule you are getting a 40,000-pound minimum.

Mr. Reynolds: But I was trying to get at what would be the prevailing custom in the country.

Mr. Goemann: The average shipper will load heavily. He will probably load cars right to the roof, and then cuss because the inspection was not properly made. This rule is really for the country shipper, and not for the terminal market, because when it goes forth from the terminal market it is usually loaded to capacity or 10 per cent over. This rule is for the protection

of the country shipper who originates it from the farmer.

Mr. Reynolds: Does the railroad recognize the right of the shipper always to insert that on the bill of lading?

Mr. Goemann: They must under this rule. If he wrongfully inserts that, he has violated the Interstate Commerce Commission law by misrepresentation and securing a different rate, because he gets a rating on an amount less than what he should actually pay. But that rule was made in the interest of the country shipper who has complained at the terminal markets that grain deteriorated from the time it was originally inspected on inbound carrier when the cars were too full for proper inspection and until it was unloaded at the elevators. The carriers have recognized that the percentage of those loadings would be very small. While they might be compelled to carry a long through haul, and they might be forced to carry a small percentage of cars through under that light loading, still it would be so small a percentage that it would not amount to much, and the bulk of the grain coming out of terminal points would still be loaded up to its capacity and 10 per cent over, as a rule, because it is the desire of the terminal men to utilize the cars to the fullest extent. Then, too, many of the smaller houses do not accumulate always the full minimum capacity. One difficulty to overcome was that they do not accumulate some of the grain, for instance, barley or wheat, enough to make up those heavier cars.

Mr. Radford: Among the shipping trade I have found that multiples of 5,000 bushels were desirable. Where would he get the idea of the 600 or 400 pounds?

Mr. Goemann: That comes from the fact that many shippers said, "We haven't any weighing facilities, and under the old plan of loading a car 10 per cent above capacity, the man without weighing facilities might overload and the car have to be transferred enroute at his expense. In wheat he has a 1,500-pound leeway in guessing on the weight in a 60,000 capacity car." You can't get it to satisfy every shipper, and these are of course all compromise measures.

Mr. Radford: In figuring over the capacity of cars a few years ago, we found there were a lot of 60,000 capacity cars that had the same sized boxes as the 100,000.

Mr. Goemann: That is true today, and that is the objection to the Western loading minimum of 10 per cent within capacity of the car. You couldn't get into a 100,000 capacity car with the same dimensions as a 60,000 or 80,000, the minimum amount of grain prescribed, because as far as the cubic dimensions went they would be no greater than the smaller capacity, but simply because of the underframe construction it was given the higher capacity.

Mr. Goodrich: Suppose I ship from Winchester, Ind., to some place in Pennsylvania, and I load within 3 feet of the roof; would this rule on oats apply?

Mr. Goemann: Yes, sir, if you put that notation on the bill of lading.

Mr. Goodrich: Whether it goes to an inspection point or not?

Mr. Goemann: Yes, sir. That is one objection the carriers had to it. In the original minimums submitted we left out that 40,000 pounds minimum, and some of the carriers objected, and we finally agreed on that. In that case you might have had a car of 30,000, and they be compelled to haul it. Today under the Western classification they have that condition; you can load 30,000 pounds, and bill to New York from Omaha, and under the rule in effect they must carry that car all the way through, irrespective of whether it is a 100,000 capacity car or not, if a small car has been ordered.

Mr. Davis: We have that same thing in Illinois, haven't we? They charge you for what is in the car, if there is 40,000 pounds or more, where the notation is loaded to full visible capacity?

Mr. Goemann: Yes.

Mr. Radford: The notation is for the railroad's convenience, the smaller car ordered and the larger car furnished.

Mr. Goemann: I doubt whether that would hold good because this Rule 1 was brought about through a conference between the Interstate Commerce Commission, the Committee of Classification and myself as chairman of the Grain Dealers Transportation Committee. Commissioner Clark who heard the case was rather opposed to any cutting down or misuse of the larger capacity cars, but we explained that many cars were available sometimes in the West—for instance, the Chicago, Milwaukee & St. Paul still have 40,000 capacity cars, and under the old rule on that car the shipper would be penalized to 56,000 pounds of corn or rye, or 48,000 on oats. And so we had this rule inserted so that the men would not have to pay a penalty and still could utilize that car when it was available. But he didn't want the shipper to have the right to order any specified car, for this reason: If two competitors wanted to ship a car of oats, and a customer wanted 1,250 bushels, which would make 40,000 pounds, the man would arbitrarily order the 40,000 car, and thus misuse it, while the other man would not. So that rule as worded does not give the shipper the right to order any specified size of car, and that is the weakness of the Western Trunk Line ruling, because it conflicts with the view of the Commissioner as shown by this Rule 1.

Mr. Radford: Is there any chance of having the same minimums in both territories?

Mr. Goemann: I think it would be desirable to have it, as it would permit a free interchange, and would give this protection the Iowa shippers have been wanting of the final grading on the initial carrier at the terminal market, so their grain would be settled for as inspected, and the risk would be on the man who bought it. Of course we have to, as representing the Grain Dealers National Association, take into consideration both the country shipper who ships in a small way, and the large terminal shipper, and the rules must be made fair to both sides, and it has been the aim of the committee to see that the country shipper was protected as well as the terminal man, and also that the carrier got a fair deal in the matter by getting all that we could possibly give him and all he could reasonably ask.

Mr. Messmore: I move the report be received and adopted.

Mr. Magnuson: Mr. Goemann has put this fairly to you except on one point. The way it originated was because of the law of Minnesota which provides the carriers shall place in their cars a grain line, that is, a grain line for 60,000 pounds wheat or for 56,000 rye or 48,000 barley or 32,000 oats. If a notation is put on the bill of lading "Loaded to the Grain Line," that prohibits the carrier from charging over for underloading the minimum on that car. This rule of 3 feet from the top of the roof along the side of the car I think was put in to cover the same thing that Minnesota rule covered by the grain line.

Mr. Goemann: It brought about the same thing, but

without the protection of the line in those cars, because all new cars being built have no grain line in them.

Mr. Magnuson: But any car according to that law passed in Minnesota, and in application in the Northwest, North Dakota, South Dakota, Montana, and Minnesota, is covered by that law.

Mr. Goemann: True, but how would you take care of a Pennsylvania Company car with no grain line in it?

Mr. Magnuson: That is covered by the law itself. Where a foreign car is loaded that contains no grain line there can be no maximum and no minimum collected on account of the freight rate. The railway companies are compelled to furnish the grain lines on the cars, and when the car is minus the grain line, they are prohibited from charging either an excess or less than the minimum.

Mr. Goemann: That applies to intrastate shipments, but not to interstate. How would the man in Minneapolis who is shipping through to Baltimore handle it?

Mr. Magnuson: You could not take care of it in that case very well.

Mr. Goemann: That is what this is for, to bring about uniformity. You have in Minneapolis a great deal of business done direct with the seaboard, and you must protect that.

Mr. Magnuson: There is no question where grain is shipped from the terminal point, where the weighing facilities are all right, and where they do weigh the grain into the cars, as to the matter of the grain line or the 3 feet. That only pertains to the country where they have no weighing facilities. At the present time the Northwest is provided with something that

barley, 60,000 capacity, 56,000; 70,000 capacity, 66,000; 80,000 capacity, 76,000, and 100,000 capacity, 96,000. For oats, 60,000 capacity, 54,000; 70,000 capacity, 63,000; 80,000 capacity, 72,000, and for 100,000 capacity, 90,000. You can readily see that with the 70,000, 80,000 and 100,000 capacity cars of practically the same cubic measurement as to size, but simply different as to underframe construction, you couldn't double oats from 63,000 to 90,000 on that.

(Mr. Wells' motion was seconded by Mr. Holmquist, and carried.)

The President: We will next have report of Committee on Telephone and Telegraph Service, Mr. Fred Mayer, chairman. His report is here, but he could not stay for this session, and the secretary will read his report.

Secretary Quinn then read the following report:

REPORT OF COMMITTEE ON TELEPHONE AND TELEGRAPH SERVICE

Following up the suggestion by the committee, and the resolution by this Association relative to rates on telegrams between Exchanges, we have had the question up with both the Western Union and Postal Companies, and have asked for a lowering of the rates, but without success.

Both companies are at present charging less for messages between Exchanges from 9:30 a. m. to 2 p. m. than on messages outside those hours and claim the extra 45 minutes after the close of market, and the fact that the highest priced operators are employed and the service so arranged that transmission is practically instantaneous and the wire facilities must be ample, it is absolutely impossible to do the business at lower rates than the present ones.

Telegraph Rates Fair.

After due consideration your committee is therefore of the opinion that present rates are fair. We are fully aware of the delay at times in the delivery of messages, of the numerous errors made in transmission, and wish it were in our power to suggest a method by which this could be avoided, but we are unable to do so.

Bills have been introduced into Congress that, if passed, would give the sender or receiver of a message more protection in cases of delays or errors on the part of the telegraph companies, but said bills have fallen by the wayside.

Our suggestion is that where members have suffered a loss and have been unable to collect from the telegraph companies, with or without a lawsuit, they notify this committee or Secretary Quinn at once, and the services of both will be freely given.

Your committee is at all times pleased to receive suggestions which, if followed out, might improve the service of both telegraph and telephone, and as stated above shall be glad to receive complaints.

Mr. Magnuson: I move the report be adopted. (Seconded by Mr. Radford and carried.)

The President: The next call will be the report of the Membership Committee.

Secretary Quinn: The chairman, Mr. Cash, wrote me he would be unable to be here, and sent in his report.

The secretary then read the report as follows:

REPORT OF MEMBERSHIP COMMITTEE

Owing to the fact that our secretary's report covers in detail the membership feature my report will be very concise.

The Committee on Membership is more than pleased to report that, as a result of the boosters' campaign this year, our direct membership has reached the 1,000-mark, toward which we have been struggling so long.

In last year's canvass, which everyone conceded to be a wonderful one, the boosters secured 222 members, while up to the writing of this report this year's boosters succeeded in capturing 233 new members. We are therefore pleased to be able to report even more than the 200, which was the mark set at the beginning of this campaign.

We wish to mention particularly the magnificent work done by the Dazey-Moore Company, of Fort Worth, Texas, who secured 22 new members and who, by the way, secured 24 members last year—a total of 46. No doubt they have secured more members for the Association than any other one firm.

What Harry Williams, of Nashville, Tenn., did, we all know from reading *Who Is Who*, his ability for securing members being simply astounding. Had he started earlier in the campaign no doubt he would have secured even more than the 17 new members reported by him.

Special mention should also be made of the number of applications sent in from the Cleveland firms, who secured a total of 32 members. Of this number the Gates Elevator Company secured 14, being third in the Roll of Honor. The Cleveland Grain Company sent in 13, adding another after the contest closed, and Shepherd, Clark & Co., 4. No other city in the country can present a record like this.

We all know the ability of our worthy president, Mr. Metcalf, as a membership getter, and this year he has 12 to his credit.

The Swift Grain Company, of Detroit, made another good showing this year with 11 applications.

A great deal of the success of the boosters can be traced to our secretary, Mr. Quinn, who seemed to instill in them, through his booster bulletins, a desire to get at least one member; hence the large list in



A MERRY GROUP ON THE TOP DECK OF STEAMER "LOUISE"

the thing that brought it before the committee was the request from Mr. Wells that we do it for inspection purposes, and also the request of shippers in Ohio, Indiana and Illinois, who were shipping, for instance, to Toledo, Cleveland and Buffalo.

Mr. Magnuson: That is feasible, but it doesn't cover that point, because this provides when it arrives at destination it may be 6 inches lower than at the loading point, and this provides for loading within 3 feet of the roof of the car along the sides of the car at the shipping point. That was my understanding of it.

Mr. Wells: The idea of the 3-foot rule is that under present conditions a large part of the oats shipments, particularly, go to the terminal markets like Chicago without inspection. They are forwarded to the elevators subject to final inspection or approval, and shippers who do not have weighing facilities cannot very easily determine just what the weights would be if they should desire to have a final inspection on arriving. We feel that this is a very good rule, and that it should be adopted, and that the carriers ought to submit to the allowance of a 3-foot space above the grain. I will second the motion. (Carried.)

Mr. Wells: I would like to make the further motion that the Transportation Committee be authorized to continue its work with the Western Trunk Lines, the same as they have with the Central Freight Association, looking toward uniformity of rules and the adoption of such minimums as the trade in the Western Trunk Line territory might favor.

Mr. Magnuson: The Northwestern territory is at present taken care of by the law requiring the lines to be in the car, and if this were changed, it would disarrange present methods to such an extent that I do not believe it would be for the best interests of the Northwest to have the 3 feet instead of what we have there at present.

Mr. Goemann: You overlook the fact that the new cars being built do not contain these lines, and with the great interchange of foreign cars that come to the Western roads and which are loaded there, you will be

is infinitely better than the 3 feet, and therefore, as far as the Northwest is concerned, I think it would not be to the best interests of the Northwest to have the present regulation up there changed.

Mr. McDonald: The Western Lines have put in new minimums, and they have been protested, and the matter is before the Interstate Commerce Commission for determination.

Mr. Goemann: Yes, and those minimums are within 10 per cent of the loading capacity of the car. The figures have been suspended at the request of the Transportation Department of the Chicago Board of Trade.

Mr. King: The carriers in the Central Association have agreed to this?

Mr. Goemann: I think in a short time it will be adjusted. I think perhaps no effort should be made with the Western Trunk Lines until the matter mentioned by Mr. McDonald has been finally determined.

Mr. Holmquist: I was about to say the same thing. I would hate to see anything done in the West so long as we can maintain the present minimums, but I know there is a movement on foot to change them, and to change them materially, so I wouldn't mind instructions to the committee to get busy when the new minimums come in. Our market has entered a protest on them. At the present time our minimums from Omaha, Kansas City and those points south are as good as can be asked, both for the country shipper and the terminal. It is true this 3-foot proposition would enable the markets to inspect corn and oats, but with the present scarcity of cars in that Western country, it would be better to put 5 feet more onto the car than to cut it down 3 feet, because they load them to the roof anyway, regardless of what inspection they get at the end of the line.

Mr. Goemann: It is for the country shipper to accept that inspection. It is a protection to the terminal market, and if he neglects to do that, he is to blame.

The new proposed minimums put into effect and suspended were as follows: For wheat, rye, corn, and

the Roll of Honor. The splendid results obtained go to show what can be done by a little effort on the part of the members. Your committee suggests that each member resolve to secure one new member during the coming year. We believe the effect would be marvelous, and when we say "Resolve" we mean a sure enough resolve with determination behind it. After the several campaigns which have been held the securing of members to the best grain association in the country should be an easy matter, and should it be determined to inaugurate another campaign we trust that each member will willingly do his share towards making it equal the previous campaigns.

Mr. Goemann: I move the report be received. (Seconded by Mr. Wells, and carried.)

Mr. King: I move we adjourn. (Seconded by Mr. Goodrich, and carried.)

Tuesday Morning Session

The convention was called to order at 10 o'clock by the President.

The President: Gentlemen, from a purely business angle, as well as from other angles of course, there is no number on the program that will be more intensely interesting than the number we are about to present to you this morning. The Interstate Commerce Commission in its relation to our business is of such vital importance that we are deeply interested in the Commission and in the Commission's views of all matters pertaining to our business, and it is with a great deal of pleasure, and I can assure you it is indeed an honor to present to you this morning a member of the Interstate Commerce Commission, a gentleman who is more than qualified to discuss this topic with us, "The Relation of the Commission to the Grain Business of the Country," and I now take pleasure in introducing to you Judge Judson C. Clements, of the Interstate Commerce Commission of Washington. (Applause.)

INTERSTATE COMMERCE COMMISSION AND THE GRAIN BUSINESS

Judge Clements: It is not my purpose to confine myself to a single topic relating to the regulation of commerce. I think it proper for me to say in the beginning that, in what I shall say, it must be understood that I am speaking solely from my own point of view, and am alone responsible for it. I say this because I might allude to one subject in a way that all of the other members of the Interstate Commerce Commission might not. I do not know, for it is a matter that has arisen since we have been in conference; and therefore to protect myself against any expression that might be imputed to the Commission or other members of the Commission, I want it understood that what I say I am saying on my own responsibility, and not for the Commission or any one else, although I have no doubt that the other members of the Commission and myself agree on many of the things I shall allude to. Some refer to matters with which the Commission has dealt and about which they have already made recommendations.

We sometimes see expressions in editorials in newspapers, criticisms, and in public speeches, and in protests that come to the Commission in one form or another, that indicate the possibility that, sometimes smarting under what is deemed by those who are affected to be an injustice or a wrong that ought to be corrected, there is a tendency to a degree of impatience as to the perfection of legislation and its administration. We forget sometimes that the clause authorizing Congress to regulate interstate commerce, written into the Constitution by the wise men, who appear to have acted as inspired prophets almost in dealing with these great public questions—that it was some 40 years after that was written before there was a mile of railroad constructed in the country. They had not seen railroads when they wrote the Constitution. They were not dealing with physical things like a railroad; they were dealing with the eternal principles of justice and right, whether applied to railroads, steamships, flying machines, or what not. And it was nearly 60 years more, after the first railroad was built, before there was any attempt on the part of the Congress of the United States to exercise its authority to regulate commerce in its application to railroads.

Railroad Development in America.

During that 60 years, in the early development of a new country, roads were built, the investors were encouraged by gifts and resolutions and petitions, and everybody was seeking to have a railroad come to his town or by his door, and it was all encouragement for the construction of railroads everywhere. So there got to be several between the same points, in close competition with one another.

Then later, came the welding together of two or more roads into joint through routes, speed was increased, and through cars were hauled without transferring at junction points as was formerly the practice. So the competition between various roads, bringing together the communities in sharp competition, grain men, manufacturers, producers of all kinds, began. The discriminations that resulted at first were not so hurtful, because each business community was so far removed from the other that one did not feel the influ-

ence of the other so much; and they were depending on sailing vessels in some instances plying from port to port, and some of the cities connected with two or three roads had no joint through route; so that each was a field that was undisturbed by the other in the matter of competition. Therefore, what now would be a hurtful and destructive competition was scarcely felt then by those competing communities.

How the Need of Regulation Arose.

As time went on the roads were a law unto themselves. Nobody had any authority to say what the maximum of any rate might be, or to fix the future rate, or to limit the carriers in fixing any rate they might please. There wasn't even a common law principle known to the courts as applicable to transportation by the railroads, that condemned as unlawful the discriminations that existed. And so we had discriminations, rebates were rife, free transportation was offered to those who were big enough to be considered important. We saw public officials with their pockets filled with free transportation, in order to create good will in the legislatures of the states, and even in the courts.

I am not decrying now the ones who accepted those things as criminals. There was a different standard then. Those things were not condemned or prohibited by law. They were just like all the other avenues to



JUDGE J. C. CLEMENTS AND HERBERT SHERIDAN

which the carriers came in order to get business and hold it, to make friends, etc. But it has become perfectly manifest that such practices are wrong. This is a public service. It is just as much a public service as if the Government performed it directly instead of authorizing corporations to do it, and just as much subject to regulation; and the things done by way of discrimination by these agencies permitted by the Government to perform transportation are just as hurtful as if the Government did it itself. And when has the time been when the Government would stand for a moment, or any citizen would stand for a moment, for a discrimination in connection with the price of postage stamps and other services which the Government performs, selling to one man at wholesale and to the other at retail, discriminating according to the volume of a man's business, etc?

Regulation by Law.

Now we have passed all those matters. They are written into the law, and it is fixed in the hearts and in the consciences of the people of the country, whether they are shippers or consignees or railroads, that they are indefensible. But, like everything else that is wrong, you cannot get everybody, although they know they are wrong, to daily do only that which is right. If that could be done, we should have no need for courthouses, for jails, or for laws against counterfeiting or stealing or any of those things, but that is not to be expected. Therefore we have to have regulations that regulate, regulation with strength to it, regulation that restrains the lawless who would take advantage of those who would live up to the law, whether they be shippers or railroad men. So that when you think that it has been scarcely 30 years yet since the original act was passed—those of you who have lived through it saw what was done before and see what is done now, and you will recognize that there has been a great step forward. But it is too much to expect that in view of the development of other prin-

ciples of law and the administration of justice in civilized countries, which have taken for their development hundreds of years, that we should all at once, in the twinkling of an eye, go from all that which was unregulated, a law unto itself, into a perfect system of complete regulation.

In the first place, a great many things had grown up, entwined in the business of the country; people recognized, in the coast states and in the interior states, the conditions of competition, and the opportunities in business between one section and another, and had built and adjusted their institutions, manufactories, elevators, mills, and all those things under the system as it had grown up unregulated. Now the duty came upon those, who undertook to regulate under the law, of separating that which is good from that which is bad, and not to tear up the wheat and the tares all together and destroy the whole institution because there was evil in it. And it has not been an easy task to determine, in the first place, that which is evil and bad and that which is good in its practical application in everyday business life, and to destroy the one and nourish the other. It takes time, it takes experience. It takes the trying out of a law, in order to tell what is needed to make it perfect or what it should ultimately be.

Importance of Personnel.

I remember talking once to Mr. Dousman of Chicago, who was for a long time in the grain business. He told me that he conversed with President Cleveland just after the original act to regulate commerce was passed, and that Mr. Cleveland told him one of the most important things he had to do was to give attention to the personnel that he would appoint on the first Interstate Commerce Commission; because the law was chiefly valuable for the principles that it recognized of justice, that the rates should not be unreasonably high, that rates and practices should be free from undue discrimination, but that otherwise the machinery to produce these effects was in fact only a tentative skeleton; and therefore he was looking to the personnel of the Commission that was first organized, in order to have it administered in the most effective way to accomplish the purposes so far as could be done under a skeleton of law.

It was only a couple of years before it was seen by experience that the law needed amendment in several particulars, one of which was that originally it provided no penalties for a violation of the law by the shipper or consignee, but only by the railroad. Then came along a decision of the Supreme Court that a man could not be compelled to testify against himself, so that, whether he were a railroad agent, a shipper or a consignee, he could stand back under the Constitution and say, "I decline to answer because I think it would incriminate me if I did." There the Commission would be at the end of its row, without power to compel the disclosure of these things, because practically nobody knew about it except the railroad agent and the man who got the rebate. So the door was closed; notwithstanding the fact that the law had a provision so that a man might not refuse to testify on the ground it might incriminate him, the law sought to protect him by saying that the testimony should not be used against him in a prosecution; the Supreme Court held that was not sufficient protection under the Constitution, but that it must say he should not be prosecuted for that offense concerning which he testified.

Limitations Imposed on the Commission.

All of these things have been fought from start to finish in the courts, so that the development of weaknesses and difficulties and the need of practical amendments to the law have been a process rather slow on account of the contest that has arisen over every one of these matters from time to time. Then it was decided in the Cincinnati case, known as the Cincinnati Maximum Freight Bureau case, by the Supreme Court, that the Commission could not fix any rates; in fact, could not fix any limit on the amount of the rate the railroads could charge. The Commission thought it within its power to find a rate, as the law said it might do, to be unreasonable and unjust, and order the carriers to desist from charging it, and that if it found a rate in effect to a certain extent reasonable, but yet which in its judgment it deemed as a whole to be unreasonable, it had a right to condemn that part of it thought unreasonable. That is what it tried to do in that case, but the Supreme Court said that was the equivalent of fixing the future rate, which was an act legislative in its nature, and therefore was not to be inferred, but could only be found in plain words in the statute.

Then we had a hearing in 1902 in Chicago, when every railroad that appeared there came in and said "Yes, we are paying rebates. We have been doing it and are doing it now," and one of them said it was under a contract to do it for 12 months; six months had expired, and it was under contract to keep on doing it for six months more, and it was on grain and many other things; and the excuse for it was, "Well, one did it, and then I had to do it or lose the business, because I was in competition, and I couldn't get the shippers to give me the business when they could have it carried on better terms by my competitor"; and so on, one by one. Well, that illustrated a condition which all of you know in a practical way as well as I do, perhaps better, because you have felt it in dollars and cents, yourselves, how precarious a man's business

is when he doesn't know who is undermining him by a secret advantage that he knows not of.

Other investigations occurred. They finally culminated in the Elkins Act, which gave the Commission the right to apply to the courts for injunctions to stop these wholesale violations of law. It went on, and we had the investigation under the Tillman-Gillespie Resolution of the coal and oil business in 1905, which disclosed perhaps the most scandalous practices in connection with the coal and oil business of any investigation the Commission ever undertook; and first all these things culminated in the amendments of 1889, and the Evidence Act of 1893, then the Elkins Act of 1902 or 1903, and the Hepburn Act of 1906, which for the first time invigorated this law with power to restrain and punish violations of the law contrary to the spirit of it, which may be summed up in a few words only, and that is, it is a condemnation of rates that are unreasonably high, and rates, rules, regulations and practices that are unduly discriminatory. All the balance of the law is machinery and penalties, etc., and procedure, for the purpose of giving effect to those fundamental principles which embody the spirit and the purpose of the law.

Scope of Work Broad.

Again, the Act was amended in 1910, giving the Commission authority to suspend rates pending investigation, and various other things, and the law defined transportation, defined railroads and wrote into the law the affirmative duty of the carriers to furnish transportation on reasonable request.

Now we are confronted with another question, and I presume that the American people, conscientious, vigorous, determined, devoted to that which is proper, right and just, will solve this as they have solved other questions that they have had to meet, and that is the punishment of the public growing out of a controversy between the carriers and their employees about any disagreement concerning the terms of service or the rates of service. We have had an illustration of that which brought us to the border of what nobody can see what would have been the terrible conditions if it had been allowed to come about. And that is an admonition that no time should be lost, in a country made up of sound and intelligent judgment, that shall go into the form of legislation and prevent such a possibility.

The Threatened Strike.

I am not entering upon this question for the purpose of criticising anything that has been done in the past or anybody that has had to do with it. It will be honor enough and satisfaction enough to me if I can contribute something in the way of a settlement of the question so that we may not face another such disaster. And how is it to be done? The railroads have been given to understand in this law and its administration of it, upheld by the courts, including the Supreme Court, that it is not for them to decide finally the question of what is reasonable as between them and the shipper and the consignee or the public, but that, like all other questions between you and me, or between two of you, that we cannot agree to, it must be submitted to an impartial tribunal of some sort.

There was a time in the history of the English-speaking people when the settlement of such things was pretty well left to whomever might be the strongest physically, with those he could call around him, to settle things his own way. But hundreds of years ago we got away from that, consistently with humanity and justice and righteousness, and ordained that in a controversy of that sort neither party should decide it for himself, but that somebody else should decide it for both, free from prejudice and free from interest.

So we have our courts and our juries, and so we have had arbitrations for the same purpose. And that is so well established in the law that it is purely and thoroughly imbedded into every law of the English speaking people anywhere, that men shall not decide for themselves finally what is right as between themselves and somebody else. The railroads are not permitted to do that. Even when they propose rates they may be suspended until they have been investigated and their justice determined. Rates that are already in are called in question, and they cannot do as they did before the Interstate Commerce Commission law was passed, say "Well, you can ship at our rates, or you can keep your corn. You can ride at our rates, or you can walk," as was expressed by one of the roads some years ago when he was claiming that if the Commission were given authority to fix rates for the future, that his road and others would go into bankruptcy over night. And yet the law requires and makes it mandatory that the carriers shall carry, that they shall move freight when it is offered with reasonable promptness, with reasonable safety, and shall stand responsible if they do not. They are subject by express law to a writ of mandamus to be issued by the courts to carry your freight when offered or as soon as practicable thereafter, within a reasonable time. How can they do it? How do they do it? Trains do not move of their own volition. It requires an organized corps of employees or laborers to move freight. That is a business of itself.

The carrier corporation is without flesh and blood and brains, and it is dependent and must depend upon the brains and muscle and nerves and intelligence and good faith of men, with all their equipment to do the work. That is the way it has always been done, and

that is the way it must be done. Yet the law says the carrier is under mandamus and injunction, and under penalties and liability for damages if it does not move freight within a reasonable time, with reasonable safety, etc. Now is it possible, that those who have sought employment at their hands, who have obtained employment by them, while in that position, should present such claims or demands as make an issue that is irreconcilable between the carrier and its employees, and then hold one hand on the throttle and point to the clock with the other hand, and say, "By a certain hour you must do what we demand, or else you, the carrier, and you, the public, must suffer the consequences of a tie-up"?

Frankness a Proof of Friendship.

Now the best friend of labor and of labor organizations is the man who speaks to them with the greatest frankness concerning their own interests and the questions of justice between them and the public. (Applause.) They have always had the support and sympathy of the public. The public pays the money that is paid to them in salaries and wages. The public pays the money that goes to give the investor in railroads his fair return which is required by the Consti-



H. D. RICHESON AND E. A. JAMES

tution and by good conscience and good judgment. This is a country wherein we must go upon the principle of everyday life, upon the principle of live and let live, do justice as well as demand justice. Meet all these obligations, and if the carrier comes to a dispute with its employees which cannot be reconciled between the two by parley and conference and combination of thought and argument among themselves acting in good faith, and it is still irreconcilable, is it to be said that one party to that controversy must settle it for himself and the other party too, or will it not be just to settle it in the same way that everybody else's controversies are settled, by reference to an impartial tribunal, whether you call it arbitration, or a court, or a commission, or what not? (Applause.)

Labor Contract Not Slavery.

Now someone will say that means slavery, that that means involuntary servitude. It does not. An employee never is employed until he seeks the job. He seeks the employment; he gets it. Is it any hardship, when the public has so much at stake in the continuity of this transportation service unbroken, that the public should say, "This is not a case between John Doe and Richard Roe where you can fight it out, and everybody else can wait, and no one else is concerned about it but you." Not so. Isn't the service of those who seek and engage employment at the hands of the public transportation companies engaged in interstate commerce just as much affected with the public interest as the money the capitalist puts into the railroad to build it? His investment must be regulated. His private judgment or his own rights and interests are not to prevail against the public. This is a monopoly permitted by the public, authorized by the public. Transportation is a necessary thing for every man, woman and child in the country. Everyone cannot

have a railroad of his own. You can go out of one shoe store or hat store on the streets of Baltimore, if you do not like one man's prices or his manners, and go into another store and buy what you want. No one cares. You make your own bargain, but even there, if you do not agree upon the price, and suit is brought, a jury has to find out what is reasonable and just. A man can't recover anything he chooses to ask.

But transportation is not a commodity, as has been sometimes said, that a railroad is an institution that manufactures one commodity and has one commodity only to sell. That is an erroneous view of it. It is a service, not a private service but a public service. It is on a highway, and the public has instituted those highways, and it has licensed these people to operate upon them. There cannot be a highway to every man's door, with trains, etc., and therefore to a great body of the people a railroad is a monopoly; transportation is a monopoly and must remain so. It is on the public highways, authorized and sanctioned by the public. They cannot find any way to get a railroad right of way unless it is authorized to take your land and mine and anybody else's that is necessary. Why is that justified? Because it is a public necessity, a public service, although permitted to be rendered by a public corporation, and it must employ the means to perform the service.

Public Servants Must Give Reasonable Service.

Suppose we fly to Government ownership, and the Government should undertake to perform the service, how would it get the employees necessary to perform it? Suppose the Departments in Washington, or any one of them, that the employees there should be organized and should say, "Unless our wages are increased, or something is done that we want done by a certain time, we will all walk out and leave Uncle Sam to pick up his pen and do the best he can to carry on his work." What do you suppose the American people would do with that sort of a situation? Would there be any hesitation that the Government would undertake to offer its employment to those only who would come in under the condition and understanding that if they were not satisfied with the service or the compensation at any time, they would nevertheless continue in the business for a reasonable time upon due notice, when the question could be settled in some proper way. Is there any remedy for this kind of a thing except to write into the law that he who seeks and takes service in this public service transportation for the public at the hands of a corporation, just as he would if it were in the hands of the Government itself, that he would not quit and combine to quit under an understanding, on account of any dissatisfaction in regard to the terms or rates of service until a reasonable time had elapsed within which the matter may be presented to some tribunal and be settled? (Applause.)

That is not slavery; that is not involuntary servitude. That is requiring a contract that if you seek this service and enter it, it is a thing that the public is interested in, it must be continuous, it must not be broken. You must not starve the hospitals and the cities and the people who work from hand to mouth in the factories of those great congested communities from day to day, and paralyze the country over a question of this sort. Not at all. It is intolerable. (Applause.)

Now, if it were written into the law that whoever seeks this service goes into it under a public obligation imposed by act of Congress, that who enters it enters it with the understanding that he won't quit it in that way, is that any hardship? That is simply imposing reasonable terms for the protection of the public, reasonable terms upon which you can enter it. Having entered it on those terms, under a law of that sort, they will be subject, just as anybody else is who makes a contract to do a thing and stay in the service, they can be held to their contract by specific performance.

Individual Freedom Guaranteed.

If after it is finally settled, a man is not satisfied with it, and does not want to stay in it, he can walk out in a way that will not paralyze the whole business, and combine with everybody else to walk out at the same time. There is no slavery in it. There isn't the element of involuntary servitude about it at all. It is open to contract, and no one need enter it unless he wants to. If he does, it is no hardship that after he gets in, he won't exact terms and say he must decide for himself, otherwise the whole public will be punished. The punishment of the railroad is a matter of injustice; it renders it inefficient and unable to do what the law requires it to do. But that is a minor matter compared with the punishment that is inflicted upon every one of the people of this great country that we are in. And why should it be done? Is that compatible with modern Americanism, advanced thought, reasonable action, live and let live?

Now, as I said a while ago, he is the best friend of labor who talks frankly about these things. The American people will settle this question as it has settled the other questions it has been compelled to settle, they will do it with deliberation, with a sense of justice, but they will do it; and it is better to understand these things, and it is a great deal better that these controversies should not have to be settled by public authority, if it were possible for men to agree, to co-operate upon the principles of justice; and I apprehend there is no considerable number of people who would

not be willing to say today that under a condition, a regulation of that kind, the employees engaged in this important and hazardous service should have just and reasonable compensation. (Applause.) More than that, perhaps. We should go upon the idea of giving them the benefit of the doubt, and make it liberal, and it should be so; and when that is done, it should not be left in their power to suddenly terminate the whole service and paralyze all business. (Applause.)

There is one other matter upon which I shall not dwell, and that is the regulation of the issuance of stocks and bonds. The Commission has several times recognized that as a necessary thing. Stocks and bonds issued for anything other than value that goes into the property is in the nature of what is called water. It represents no investment, it should not be there, and it should not be within the power of a railroad organizing and building to set afloat a lot of paper of that sort, except that which represents real investment and real value. (Applause.) If it is permitted, it will happen in the future, as it has in the past, that in some instances the public will either have to pay to make good this blank paper or water, or else the people who have been induced and inveigled into investing their honest, hard-earned money will lose their money. It is strange how some men will work and save a hundred dollars, and then some clever promoter will get hold of him and get him to invest it all in some such enterprise.

Water in Stocks Should be Prohibited.

I heard of one man in Washington, a clerk in a lawyer's office. He frugally saved \$1000 and they got him to put it into one of these holding companies (of the Rock Island, I think). He might just as well have touched it off with a match, because there was no value there. And it was because of this unlimited permission under the law to issue stocks and bonds on any basis that you could get anybody to take them on that made so much trouble. The country got wise enough many years ago to suppress the wildcat banks. Many of you here are too young to know anything about them, but they were real things in their day. They served to transfer a great deal of money from one man's pocket to another's (laughter), without value, just like this watered stock.

I don't say the practice is nearly as prevalent now as it was years ago of issuing watered stocks and bonds; I think it has greatly diminished from the necessities of the situation; public investigation, the touch of the public with the way carriers were managing their affairs and their questions of rates as to whether they are reasonable or not, all of these things tend to make it less practicable to do this watering on the scale it was formerly done. But, nevertheless, it should not be permitted, and it should be scrutinized and prevented by the protection of the public against the possibility of paying rates on a false basis, excessive; or, if not, and this paper is not to be made good that way, then, on the other hand, the people who are tempted to invest in those things on the supposition they are lawfully authorized, should be protected at least to the extent that we protect people from frauds in respect to national banks. We have them supervised and investigated and under rules and regulations to protect the public against imposition; and why not in regard to this?

Commission Should be Enlarged.

Sometimes we hear discussion respecting the increase of membership of the Commission, which has been recommended by the Commission itself on account of the multivariety of its work and the multitude and the pressing continuity of the things that come to the Commission, that it would be much more satisfactory if the Commission could be enlarged and divided into sections, so that a section at least of the Commission might be able to give personally that attention to all these questions we would like to give. Recently the Commission has been required to investigate the railway mail service, and other things come from time to time. This valuation work on hand is an immense undertaking and had better not be done at all than not done right, in the interest of fair play and justice to all. But sometimes it is discussed in a way and with a looseness as if it were intended to make the Commission do its work more promptly and efficiently, which always has a taint of the spirit of unjustifiable criticism, which I do not think is generally meant, but sometimes it is not well stated.

The Commission decided contested cases in the nine and a half months preceding about the middle of July last, back to October 1 of last year, nine hundred and odd contested cases, after evidence and arguments were presented before it, besides conducting a number of general investigations, and besides undertaking to take care of the current work of the examination of carriers' accounts and the institution of investigations to determine whether or not rebates and other criminal violations of the law had taken place, and after presenting them in court, securing indictments, and conducting those cases, together with the litigation necessary in connection with the enforcement of our orders, and all those things, some nine hundred and odd contested cases were decided. (Applause.) I am willing to submit it line by line and page by page with the work done by any other tribunal in the Government at any time. (Applause.)

We make our mistakes. These things are not final. The doors of the Commission are always open. In the multitude of this work of course we will commit error;

we will make misinterpretations of the law. But there is a great comfort in two things: First, that under the law the Commission can reopen and reconsider at any time any case, when there is a *prima facie* showing made that it is just, and when in our judgment and conscience it is worth while to do it. If there is a reasonable probability that we have gone wrong, and it seems that a man should have another hearing, we undertake to give it to him. And there is a further comfort in the fact that when we have misinterpreted the law, and have made a decision based upon such misinterpretation, the courts of the land are open, including the Supreme Court, to set us right.

I say these things not in a joke, but to show they are a real comfort to anybody who has to participate in the decision of a thousand cases in a year. These two facts are a real comfort to a man, that he may know if he has done wrong or made a mistake, that there is a chance of correcting. (Applause.)

Generalization of the Law.

I haven't had time to talk about the grain business in particular, and I will not, because it will make this talk too long. I have undertaken to talk about these things which practically permeate the whole law and all operations under it, whether with grain or any other commodity. We have realized this, however, that in the ascertainment of a reasonable rate, we are as helpless as the jury is on the evidence to find the exact figure that can be demonstrated as the only one that is reasonable. You try a case before a jury, and put in all your evidence, and it relates to a matter of damages or a matter of unliquidated accounts and

those things, you will perhaps, in order to do business at all and do it expeditiously, have to be content with getting what is about right on an average. You have to do it in connection with loading cars with a great many packages, without weighing each one of them.

This country is too big, it is too booming, it is too busy, there are too many people at work making things that have to be transported, to make it possible to square every transaction from a pound up to a train-load with exactness and demonstrate that exactness like you can interest at 6 per cent on a note, just exactly what is right. We must be content as a practical people, on the whole, with fair averages and reasonable approximations of what is right.

Meeting Practical Conditions.

I have only referred to these things in order to bring your minds to those practical questions with which we are constantly confronted, with which we must deal, and in which we are constantly endeavoring, by one hearing after another, to get closer and closer to the elimination of everything that can be practically eliminated that produces injustice, inequality and unfairness; but it has to be done step by step as these things are demonstrated. And, after all, there is the greatest need for a constant liberality of opinion and judgment respecting these things in regard to the good faith of one another and of the Commission and of the public and of the carrier, co-operation helpful in every way, guided by a sense of liberality. (Applause.)

We could go on interpreting the law on the basis of strictness and technicality, weigh everything, meas-



THESE LASSIES HELPED BUFFALO TO GET THE NEXT CONVENTION

things of that kind, as to the price of goods, etc., and you get before them all the testimony that is pertinent, and there are 12 men, and perhaps no two of the 12, in the first instance, if each were shut apart from the others, would fix the exact figure the same for what the amount of the verdict in many cases would be. Yet they are sworn to well and truly try the case, and a true verdict render. They can only bring their judgments together, and do that which they think, from the testimony, and that conscience and good faith indicates, to be about right.

Difficulties in Administration.

Who can demonstrate that a reasonable maximum rate is 76 instead of 75 or 74 cents? There are many of these things that are capable of definite calculation, but when you take a certain rate, and are called upon to cut that down and establish another as a reasonable maximum rate for the future, all you can do is that which your conscience and judgment, enlightened by the facts and a fair and impartial consideration indicates to be about right, just as a jury does. And we must all on an average be satisfied in this matter of regulation with that which is about right, as near to it as you can size it up.

Take your weights of grain at elevators, the shrinkage; some will shrink more than others, some will be lost and some will get more musty, and so on. As far as we have been able to see it, it seems impracticable to do business and have every pound of everything weighed and sometimes weighed twice. These are all very practical questions which many of you understand better than I do, but I only use this as an illustration. Grain doors, and the price and cost of grain doors, is another; doors for the shipment of other things besides grain. These questions have not perhaps been settled exactly as they should be and finally will be in the end, but it would take more than a prophet to break in onto these things and these old practices and fix them exactly right the first time. It takes experience, it takes investigation, the application of one rule to find out where it does not work and its injustice, and then try to correct it so far as possible; but in the end, in respect to a great many of

ure everything, and not let anything go except that which can be demonstrated as the exact thing, or at least as near as possible to it, in respect to all the regulations, rules and practices, and after a while we could get the commerce of the country into a strait-jacket, so tightly tied up with strict and rigid rules as to details and infinitesimals that it would be detrimental to the shippers, to the carriers, to the consumers, and to the country as a whole. We must be practical about these things. It won't do to carry them to an excess as might be done in regard to these allowances and divisions between short lines and long lines, and these rules and regulations about the in and out rates on grain, and supervision and inspection, so as to see that exactly the same grain is put in that went out. All those things could be carried to an excess that would put the business of the country into such a strait-jacket that it would be greatly hindered. That is not the purpose of the law. (Applause.) The substantial ends of justice can be accomplished without undertaking the matters in the way of details and regulation that would defeat those ends. I thank you very much for your attention. (Applause.)

A. L. Scott: May I ask, sir, what remedy, if any, under the Interstate Commerce Commission have the producers and shippers of a community when they feel that an unreasonably low rate has been made by a railroad to a competing field? I have reference to the Alton rate, the Alton case.

Judge Clements: Both rates are made by the Alton? Mr. Scott: No, sir. The Alton proposes to make a lower rate on a commodity to a certain large distributing field, which will put the other community out of business in that commodity.

Judge Clements: Is the other community on the Alton road, or on some other road?

Mr. Scott: On other roads.

Judge Clements: That is a hard question. The law as we understand it speaks to each and every carrier that you shall not discriminate unjustly. You shall not unjustly discriminate, Mr. Alton Road, or Milwaukee Road, or whichever you are, but we have never

been able to find in the law any purpose of the law-makers to say that the Burlington or some other road shall be responsible for what the Alton does, with which the Burlington has nothing to do. That is to say, the law speaks to each carrier as a separate entity, and says: "You shall not violate this law with unjust discrimination." On the other hand, it has undertaken to leave all of them free to reduce their rates as much as they will, upon the idea that competition reduces cost and would reduce rates. Many people have suggested this thing, and have suggested that the Commission should have the power and should be charged with the duty of fixing minimum rates to cure and prevent conditions of that sort. I know of no other way to do it, and that has not been authorized, and whether that would be a just thing to do or not I do not know. It would seem quite inconsistent with the principles of the anti-trust law that they should be encouraged and required to keep separate and compete in the idea that competition is going to reduce rates, and then at the same time authorize and require the Commission to hold back the next one who wants to reduce rates. I don't know the solution of that question, but I am satisfied there isn't anything the Commission could now do under the present law to help a matter of that sort.

Mr. Dorsey: I move that the thanks of this Association be tendered to Judge Clements for this able and very instructive address by a rising vote. (Seconded by Mr. Brandeis, and carried.)

The President: I will at this time announce the following committees:

RESOLUTIONS—E. C. Eikenberry, T. G. Moore, C. A. Magnuson, J. L. King, and A. L. Scott.

NOMINATIONS—C. D. Jones, Roy Snyder, Harry T. Burns, R. A. Schuster, G. A. Aylesworth, F. E. Watkins, and E. M. Wayne.

AUDITING—P. E. Goodrich, J. S. Green and J. L. Frederick.

SPECIAL COMMITTEE created by resolution offered by Mr. Wayne, to visit and interview the Interstate Commerce Commission in respect to the movement of empty cars from East to West—E. M. Wayne, H. L. Goemann, and J. C. Legg.

We will next have the report of the Committee on Trade Rules, Mr. J. W. Radford, of Chicago, Ill., chairman.

REPORT OF TRADE RULES COMMITTEE

Mr. Radford: While the past year has been a very active one in the grain trade the work actually done by your committee has not been large. There have been submitted to the committee since the Peoria meeting, 1915, about 40 inquiries concerning the construction and application of the trade rules. These inquiries have been answered by the various members of the committee, a copy of each answer sent to the other members in order that all might be fully advised as to the matters coming before the committee. It is apparent that in most cases the answers have been satisfactory from the fact that there were very few "come-backs."

We would call your attention to the difficulty of answering hypothetical questions. The statement of facts are naturally *Ex Parte*, while if you heard the other side there might possibly be an entirely different view presented.

The trade rules are few and apparently efficient. There seems to be a desire of all parties to live up to the spirit of these rules rather than to stand for a strict letter of the law.

The fact that there were only about 40 inquiries during the year speaks volumes for the manner in which the grain trade of this country is transacted. Considering the magnitude of this trade and the widely different conditions under which the grain business of the United States is conducted, there is probably no business in the entire country that is transacted with less friction and more satisfaction to all concerned.

Trade Cannot be Made Automatic.

There is, however, a tendency to create rules and regulations, the result of which would be "the nickel in the slot idea"—"put your nickel in the slot and the trade is completed"—rather than to compel the use of "the gray matter under your hat," a commodity with which the grain trade is amply provided.

At the annual meeting of the Council of Grain Exchanges, held in Chicago in January, 1916, a resolution was passed asking that a committee of one from each of the members of the Council of Grain Exchanges be appointed to meet with the Trade Rules Committee of this Association at Baltimore, Sept. 25, 26 and 27, "to work out uniform rules as far as they relate to the exchanges and the country trade." As a result of this resolution, John L. Messmore of St. Louis, president of the Council of Grain Exchanges, appointed such a committee.

With a view of further advancing this work a meeting of the Advisory Committee of this Association was held in Chicago June 28, at which meeting Secretaries McCord, Wells, Smiley, Gunnell, and Hitchcock were present. Mr. Wells acted as chairman, Mr. Hitchcock as secretary. This committee carefully went over the rules as pertaining to the country trade and suggested several changes and amendments; their findings were published in the trade papers and no doubt will be fully covered by the report of the Advisory Committee. At this meeting a motion was carried calling for an open conference between the representatives of

the different Exchanges, the Trade Rules and Advisory Committees, to be held in Chicago August 10, 1916, to consider the matter of uniformity of trade rules. This joint conference was held in Chicago on August 10, with the following present:

John S. Green, Louisville, Ky., member of the Trade Rules Committee of the Grain Dealers National Association.

C. A. Magnuson, representing Minneapolis Chamber of Commerce.

John W. Snyder, representing Baltimore Chamber of Commerce.

W. T. Cornelison, representing Peoria Board of Trade.

Fred E. Pond, representing Buffalo Corn Exchange.

W. N. Eckhardt, representing Chicago Board of Trade.

S. P. Arnot of Chicago, chairman of the Trade Rules Committee of the Council of Grain Exchanges.

C. D. Sturtevant, representing Omaha Grain Exchange.

H. A. Plumb, representing Milwaukee Chamber of Commerce.

H. M. Brouse, representing Cincinnati Chamber of Commerce.

Henry L. Goemann, Mansfield, Ohio.

J. Ralph Pickell, secretary Council of Grain Exchanges.



MR. AND MRS. W. H. KAISER

Charles Quinn, secretary Grain Dealers National Association, Toledo, Ohio.

J. W. McCord, secretary Ohio Grain Dealers Association, Columbus, Ohio.

Chas. B. Riley, secretary Indiana Grain Dealers Association, Indianapolis, Ind.

Geo. A. Wells, secretary Western Grain Dealers Association, Des Moines, Iowa.

E. J. Smiley, secretary Kansas Grain Dealers Association, Topeka, Kan.

E. B. Hitchcock, secretary Illinois Grain Dealers Association, Decatur, Ill.

John S. Green was chosen chairman, Chas. Quinn, secretary. This conference after a careful consideration of the subject made several recommendations as to proposed changes in the trade rules, also made several important suggestions.

It soon became apparent to the joint conference that it was necessary to have a tabulation of the different rules of the various Exchanges in order to compare the difference and bring about uniformity; therefore, a resolution was passed suggesting to this Association that such tabulation be made. In accordance with this request the Executive Committee of this Association employed V. E. Butler, who made an exhaustive and complete tabulation and report. This report shows the rules as they now stand, together with a comparison and also the suggested rules, covering the important points.

Your committee recognizing the importance and magnitude of this work desire to commend the Council of Grain Exchanges, the Advisory Committee, officers of this Association and Mr. Butler for the thorough and efficient manner in which this subject has been handled. It is very evident that the final result will be of great benefit to all concerned. In view of the im-

portance and responsibility involved your committee recommends that this whole subject be referred to a special committee, this special committee being chosen with the idea of having all interested parties represented.

It has been suggested that Rule 32, relating to carlots be changed. In view of the fact that the proposed minimums of the Central Freight Association and Western Trunk Lines have been suspended by the Interstate Commerce Commission, your committee feels that it will be better to defer any action at this time, all of which is respectfully submitted. (Applause.)

Mr. King: I move that the report be accepted, and that the recommendations of the committee be concurred in. (Seconded by Mr. Dorsey, and carried.)

Mr. Radford: The Advisory Committee made its report to the Trade Rules Committee. My understanding was that they would make their report to the Association. Their recommendations are lengthy, and we did not feel like taking the responsibility of passing upon them.

Mr. King: Wouldn't it be well to refer all these matters to this special committee?

The President: I think it would.

Mr. Radford: You will understand, these are not recommendations of our Committee. They are suggestions that come to us, and we take this means of making them public.

Mr. Green: It will take a long time with these, and I would suggest, if it is agreeable to the convention, that these recommendations, together with all of this data, be left to the special committee for action. I move the whole matter be referred to them for consideration.

Mr. King: I will second that.

Mr. Dorsey: You do not mean for action?

Mr. Green: No, for recommendation to the next meeting; that is all. (Motion carried.)

Mr. Eikenberry: Yesterday there was contained in the report of the secretary a recommendation which has come from other sources as well, that the arbitration rules be so amended as to provide for at least two committees, and the further recommendation that the Board of Appeals be reduced to five instead of seven. That this may be given adequate consideration, I move you that a special committee be appointed to arrange a revision of the arbitration rules of the Association in regard to these suggestions, and to present the amendments to the rules tomorrow at the time of the regular report of the Arbitration Committee. (Seconded by Mr. Moore, and carried.)

The President: I will appoint on that committee: C. D. Jones, J. W. McCord and E. Hutchinson.

Mr. King: I move we adjourn at this time until tomorrow morning. (Seconded by Mr. Brandeis, and carried.)

Wednesday Morning Session

The meeting was called to order by the president at 9:45 o'clock.

The President: The report of the Legislative Committee was scheduled for Monday afternoon, but in deference to a request from the Bureau of Markets in regard to the administration of the Grain Standards Act, which Mr. Reynolds would naturally treat in his report, the report was deferred until this time. Mr. Reynolds, chairman.

Mr. Reynolds: I want to preface my report by reciting a little history in regard to the co-operative work that has been done by your Association in connection with the Department of Agriculture at Washington. You probably call to mind a conference held in March, 1912, brought about particularly through the action of the Bureau of Chemistry in bringing grain in its natural condition under the purview of the Food and Drugs Act. At that conference held with Secretary Wilson and the Secretary of the Treasury, an invitation was extended to the grain trade to co-operate with the Government in completing rules and regulations for standardizing grain, and also in getting enacted a law that would control the enforcement of the standards. From that time until now we have co-operated closely with the Government. There has been considerable misunderstanding and misapprehension and uneasiness as to how we would be handled by the Government; in other words, those who were not informed as we were thought perhaps the Government was going ahead, men not familiar with the grain business, and enacting a law that might seriously impede and hinder the progress of the grain business. The contrary has been the case. (Applause.)

The Government has co-operated with us, not only through the Department of Agriculture, but through the members of the committees in both Houses of Congress, we have had many courtesies extended, and have had open to us at all times the facts just as they became facts, and now we are in close touch with the Government, and I am glad to say that apprehensions that might have existed even a year ago have been very largely dispelled. (Applause.)

Of one thing I am sure, and that is that the motives actuating the grain trade have been fair and

honorable, and I am certain also, now, that the motives controlling the Department and the legislative branches of the Government have been of the highest. They have been determined to give us a good law, a workable law, a law we could all agree upon. (Applause.)

Mr. Reynolds then read his report as follows:

REPORT OF LEGISLATIVE COMMITTEE

Previous reports of your Legislative Committee have dealt mostly with things hoped for, and the best means of attaining the ends in view. We have always tried to keep you posted on the preliminary work being done, and the difficulties in the way of achieving our hopes.

For years we have been groping in the dark; contending against difficulties at times very discouraging and apparently unsurmountable.

We are gratified beyond measure to now bring tidings of achievements won. We are not able to bring to you a report as replete with successes as we had hoped. Our small successes, after the long years of struggle, we trust will bring good cheer, and merit your approval.

We have all done our best. We do not presume to arrogate unto ourselves all the credit for the two great legislative enactments which we shall try to report briefly: We have only been instruments in the hands of the grain trade, and kindred organizations. Personally, we have only added our mite to further the cause.

As stated, we shall try to deal briefly with the matters in hand. A full history of the work done from first to last would fill volumes.

The Grain Standards Act.

Just what is the Grain Standards Act, what will it accomplish, and when will it do it?

The first thing to keep steadily before you in considering this measure is that it will give us uniform grades; no East, no West, no North, no South, when it comes to determining the grade of any given lot of grain. The same rules and standards will apply wherever American grain is found. It has been said that this was unreasonable and impossible. If so, then is the 16-ounce pound, the 100-cent dollar, and the 36-inch yard unreasonable and impossible.

The desirability of uniform standards for grading grain has been recognized by the grain trade for more than 15 years. The struggle of the Grain Dealers National Association to reach uniformity has extended over a period of more than 10 years.

The idea reached members of Congress in 1903 when Senator McCumber introduced Bill S-7009—To Provide for Fixing Standards of Classification and Grading of Wheat, Flax, Corn, Oats, Rye, Barley and Other Grains, and for Other Purposes—the other purposes being to provide for Federal inspection.

The history of the fight for and against Federal inspection is too long and too well known to need repetition. Suffice it to say that the conflict continued almost without abatement from the introduction of McCumber's first bill in 1903 down to the moment of President Wilson's signing the measure enacting the Grain Standards Act a few weeks ago.

The conflict has not always been fair on the part of those favoring Federal inspection. Its adherents resorted to every means at their command to play on the prejudice and ignorance of the uninformed public. Reports were worded to suit their convenience—truths were distorted into glaring untruths. The grain trade was held up before Congress and the ignorant public as a band of pirates and brigands, preying alike on producer and consumer. Much might be said derogatory to the methods used but "Let the dead past bury its dead."

I am very proud of the straight-forward, truthful, unassailable, invulnerable methods which have characterized the fight which the grain trade has made. It stands flawless and a monument to integrity.

Besides uniformity in rules and standards, we secure the strong arm of the Government to help enforce these standards.

Briefly, the law allows to everybody all the honest liberty he ever had. He can proceed along any line, not false nor misleading. The honest man wants no more. He can sell grain by any representation, under any name or under any brand, not conflicting with the grades established by the Government, so long as his brands, names or representations are not false or misleading and do not conflict with the names used by the Government. This is fair, broad and comprehensive.

Very great discretionary powers are given to the Secretary of Agriculture in the administration of the Grain Standards Act. Here comes the true crux of the whole proposition.

The bill as a whole is not what we hoped to get, but it is a great step forward. Its success depends so largely on the rules and regulations to be promulgated for its administration that a reasonable prophecy of its efficiency is at the moment impossible.

We offer to the Department the accumulated and combined experience of the entire grain trade of the United States in formulating rules and regulations putting in force the Grain Standards Act, and in completing the grain grades not yet established.

Pomerene Bill.

This act, more commonly called "The Pomerene Bill of Lading Measure," has been enacted into law, and will go into effect January 1 next.

To the layman, this is rather a complicated piece of legislation. In order, therefore to be able to set before you a clear, concise statement of the bill, I asked Mr. Francis B. James, a very able lawyer of Washington, D. C., to give me a short summary of the fundamental principles of the Pomerene Bill. In this connection, I wish to say that to Mr. James, more than any other one individual, Senator Pomerene himself not excepted, belongs the credit and honor of the passage of this measure. His efforts have been able and untiring and have finally been crowned with success. We are much indebted to Mr. James.

I beg to quote Mr. James' entire communication to me on the subject of the Pomerene Bill:

Mr. A. E. Reynolds,

Crawfordsville, Ind.

My dear Mr. Reynolds:

In the matter of the Pomerene Law on bills of lading in interstate and foreign commerce, I am in receipt of your letter of September 8, addressed from the Hotel Imperial, New York City.

Mr. John Franklin Crowell, executive officer of the Chamber of Commerce of the State of New York, 65 Liberty Street, New York City, asked me to furnish him a short sum-



A. E. REYNOLDS, OF CRAWFORDSVILLE, IND.
Legislation is His Hobby.

mary of the fundamental principles of the Pomerene Law on bills of lading in interstate and foreign commerce as signed by the President. I did so, and I herewith enclose you a copy thereof, which I think will subserve your purpose for such report as you desire to make.

I now quote Mr. James' entire communication to Mr. Crowell:

POMERENE LAW ON BILLS OF LADING IN INTERSTATE AND FOREIGN COMMERCE.

(1)

Foundation of Pomerene Law.

The Pomerene Law on bills of lading in interstate and foreign commerce, approved by the President, August 29, 1916, is based on and is in substantial harmony with the Uniform Act adopted in 15 states as to intrastate commerce.

(2)

Classification of Bills of Lading.

The Pomerene Law sharply classifies bills of lading as straight and order bills of lading. The former are not negotiable and are required to be stamped as such, while the latter are negotiable.

(3)

Negotiable Order Bills of Lading.

At common law an order bill of lading was not negotiable but was considered as having some features of negotiability and were sometimes called quasi-negotiable. Various states from time to time sought to give to order bills of lading the full quality of negotiability but their efforts were frustrated by court de-

cisions. Other states then gave order bills of lading full negotiability by choice of language which even the courts could not frustrate.

The Pomerene Law gives to order bills of lading full negotiability and makes an order bill of lading as fully negotiable as a check, promissory note, draft or bill of exchange. It makes, in the truest sense, commodity currency of order bills of lading.

(4)

Fraudulent and Accommodation Bills of Lading.

There has been a sharp conflict in the decisions as to the liability of a common carrier to a bona fide purchaser for value of a duly endorsed order bill of lading issued by an agent, the apparent scope of whose authority was the issuing of bills of lading, where the goods described therein had never been received and the bill of lading was issued either fraudulently or for accommodation. An early American case before the railroads were built held a water carrier not liable under these circumstances. An English court about 1850 reached a similar conclusion as to a water carrier. The Supreme Court of the United States in 1855 followed these two cases as to a water carrier. That court in a more recent case applied the doctrine to a railroad carrier.

The Pomerene Law overturns the Supreme Court of the United States and adopts the rule of liability.

(5)

Spent Bills of Lading.

When a carrier delivers the goods, a bill of lading is said to be spent or performed. There has been a conflict of view expressed by the different courts as to whether a carrier is liable to a bona fide purchaser for value of a duly endorsed spent order bill of lading. The Pomerene Law adopts the rule of liability.

(6)

Duplicate Bills of Lading.

The Pomerene Law stamps out the practice of duplicate bills of lading except as to foreign commerce.

(7)

Altered Bills of Lading.

At common law material alteration in a bill of lading rendered it null and void. The Pomerene Law changes this rule and allows it to be enforced according to its original purport.

(8)

Clean Bill of Lading.

At common law bills of lading were frequently discredited by being stamped "Shipper's weight, load and count." The Pomerene Law as it passed the Senate insured a clean bill of lading. The House amendment, while very much improving the common law in a degree, still does not go to the full extent of making clean all order bills of lading. The Senate reluctantly concurred in the House amendment.

There is still legislation necessary in order to secure to commerce clean order-notify negotiable bills of lading.

(9)

Forged Bills of Lading.

The Pomerene Law makes it a Federal crime to forge a bill of lading in interstate and foreign commerce. State laws have seldom been efficient in securing conviction of persons charged with forging bills of lading. It is believed with the strong arm of the Federal Government the forging of order bills of lading will now be reduced to a minimum.

Quoting further from Mr. James' letter of September 9:

I assume that the particular clause in the Pomerene Law of interest to the grain men is the proviso contained at the end of Section 1 and which reads as follows:

"Provided, however, Where the shipper of bulk freight installs and maintains adequate facilities for weighing such freight, and the same are available to the carrier, then the carrier, upon written request of such shipper, and when given a reasonable opportunity so to do, shall ascertain the kind and quantity of bulk freight within a reasonable time after such written request, and the carriers shall not in such cases insert in the bill of lading the words 'shipper's weight,' or other words of like purport, and if so inserted contrary to the provisions of this section, said words shall be treated as null and void and as if not inserted therein."

This only refers to point of origin and does not refer to what the actual weight may be at point of destination.

In case that the weight at destination is less than the weight at the point of origin as indicated in the bill of lading, a produc-

tion of the bill of lading at point of destination will be *prima facie* evidence of the weight of the contents. When the weight is ascertained at the point of destination to be less than the point of origin, a *prima facie* case of shortage will be made out. It will then be necessary for the carriers to meet the *prima facie* case by showing that the cars were in good order and condition and remained sealed as at the point of origin and thereby raise an inference that the discrepancy in weight was the result of shrinkage.

In this matter the Pomerene Law was not intended to cover this subject but merely to cover the subject that in the case of bulk freight where the shipper installs and maintains adequate facilities for weighing such freight and the same are available to the carrier and the carrier, upon written request, is given an opportunity to ascertain the quantity of the freight, the carrier, in such case, shall not insert in the bill of lading "shipper's weight" or other words of like purport.

The Pomerene Law was not intended to cover the subject of "guaranteed weights."

The public must not get the idea that the



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Pomerene Bill was intended as a panacea for all the evils and troubles. On the contrary, it was only intended to rectify some of the well-known evils but not all of them, and only to correct some of the evils completely and others of the evils partially.

The millenium has not yet come under the Pomerene Law nor will it come for a long time, if ever, considering all of the phases of mankind and human nature.

What we can say for the Pomerene Law is that it has to a degree codified the law of bills of lading and put the law on the statute books as a foundation for future just and reasonable laws to remedy other evils arising out of transportation.

With personal regards, I am

Yours sincerely,

(Signed) FRANCIS B. JAMES.

Referring to that portion of Mr. James' letter which treats of the carriers weighing the bulk grain into cars and the question of their being responsible for outturn weights at the other end, Mr. James assumes that the carrier is not responsible for such outturn weights. It is a universal custom of carriers to accept, as final, outturn weights at public elevators or by any public weighmaster, and on these outturn weights base their freight charges. It certainly is not unfair to assume that if the carrier weighs grain into the car, and accepts outturn weights as being correct and final, there only remains the question of responsibility of carrying the grain from the receiving point to final destination. The question then arises as to who is responsible for loss, if any, of grain while in transit.

In every shipment of a commodity, there are several elements involved:

1st. The shipper who desires his commodity transported from one point to another.

2nd. The carrier who undertakes to perform this service.

3rd. The commodity to be transported.

4th. The compensation to be paid by shipper to carrier.

5th. The scope of service to be rendered by carrier to the shipper in lieu of such compensation.

6th. The question of the assumption by some one of the hazards in transportation.

Assuming that the shipper and carrier have come to an agreement as to the contract between themselves for the transportation of the goods, and that the compensation is mentioned in said contract, this contract being the bill of lading, there remains only to be determined just what service is to be performed by the carrier for the compensation received. This should be very clearly and concisely defined in the contract or bill of lading. This the Pomerene Bill does not accomplish as fully as it should. There then remains only the question of the assumption of the hazards in transportation. Again we come to the conclusion that if the carrier determines at point of shipment the condition and quantity of the commodity to be transported and accepts as final the outturn weights at the other end, we only have to determine who is responsible for the commodity while in transit.

As this applies to grain, there are only a few hazards which attach to the commodity in transit. Chief among these is leakage, which is not always easy to determine, but if leakage is established, the loss must be assumed by the carrier.

The next hazard is deterioration while in transit. This, in my opinion, must always attach to the commodity itself, and is, therefore, a hazard which the owner must assume, unless, however, the delay in transit is such as to attach this hazard to the carrier.

The question of wreckage or theft, which, when established, must attach to the carrier, is another hazard.

The last and most intricate hazard is the question of shrinkage in weight while in transit, which in a measure is covered by leakage, theft and wreckage, excepting, however, the question of natural shrinkage caused by evaporation of moisture contents. This we will treat under the following separate head:

Moisture Content.

This subject is daily becoming of more importance, as the days of leaky, wooden cars are being slowly numbered and the solid, non-leakable steel cars take their place. As these new cars become more general and other improvements in transportation are made, we must recognize the fact that the excuse for invisible shrinkage and leakage becomes weaker. It is a well known fact that evaporation of moisture is much less in tight steel cars than in the old, open, wooden cars. If the carrier is to be asked to weigh grain into cars and be responsible for the delivery of the same amount at destination, less natural shrinkage, then we must bestir ourselves to determine what natural shrinkage actually takes place.

Much work has already been done on this problem, but it is still far from a satisfactory solution. If a fair understanding and universal agreement cannot be reached between grain shipper and carriers, the aid of the Government must be invoked to determine, through the Bureau of Grain Standardization, the natural shrinkage of grain in transit. It will be a much greater problem than is at first apparent. The whole question of moisture content will be involved, as well as the elements of time, geographical location, condition of cars in which grain is transported, and many other similar conditions. This is a problem for future Legislative Committees.

Future Trading.

This question at the moment seems to be a dead issue. Let us not be deluded, however, It has only been side-tracked. As soon as the present generation of law makers, who have enlightened themselves on this subject, passes, we will have before us the stupendous task of educating a new Congress. Continuous work and eternal vigilance alone will secure immunity and safety on this subject.

Food and Drugs Act as Applied to Sulphuring and Conditioning Oats.

As a result of several conferences with the Department, a much modified ruling on the sulphured oats problem has been secured.

At the time of my last report, the Department insisted that Circular No. 145 on this subject was literally in force. As a result of a final conference held with the Secretary on November 8, 1915, this circular ruling has been modified.

I quote in its entirety Secretary Houston's letter to President Metcalf and Mr. Danforth:

DEPARTMENT OF AGRICULTURE Washington, D. C.

Mr. Lee G. Metcalf, President Grain Dealers National Association, Illiopolis, Ill.

Mr. Herman W. Danforth, President National Council of Farmers Co-operative Associations, Washington, Ill.

Sirs: At a hearing held November 8, 1915, you and your associates asked, in substance, for a clarification or modification of opinion 150 in service and regulatory announcements No. 15 of the Bureau of Chemistry, issued November 4, 1915, dealing with oats bleached with sulphur dioxide; also for an explanation

of the Department's position in respect to mixing barley and other grains with oats shipped in interstate or foreign commerce.

You ask to have removed uncertainties existing in the minds of the trade, and definitely to be informed with reference to the Department's interpretation of the Federal Food and Drugs Act as to (1) the addition of moisture to oats in the course of treatment with sulphur dioxide; (2) whether oats bleached with sulphur dioxide are adulterated within the meaning of the statute, because, as a result of the treatment, damage or inferiority is concealed; and (3) the extent to which the mixing of barley and other grains with oats is unlawful.

Full consideration has been given to your representations. You are advised that the Department's views are as follows:

First. Oats which, at the time of shipment in interstate or foreign commerce, contain moisture which has been added, by bleaching or other artificial treatment, are adulterated under the food and drugs act. In considering whether any lot of oats contains added moisture the Department is guided by the facts relating to that particular lot



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and not by the moisture content of other individual lots, nor by the average moisture contents of the crop of oats for that entire year. It is, however, not the practice of the Department to recommend seizures or prosecutions on account of added moisture in oats as a result of bleaching unless such added moisture exceeds one per cent.

Second. The changing of the color or appearance of oats by treatment with sulphur fumes presents a question as to the application of the part of paragraph four of section 7 of the food and drugs act, "In case of food," by which articles of food are declared to be adulterated if they be "mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed."

This provision is not a general prohibition against coloring. Under it, only those oats are adulterated which are damaged or of inferior quality and which have the damage or inferior quality concealed by the bleaching.

The Department is informed that the bleaching of oats does not always conceal damage, but sometimes makes it apparent. In other cases it is claimed that the bleaching of damaged or inferior oats serves to remove the damage or inferiority rather than to conceal it. Whether or not the bleaching of oats as commonly practiced conceals damage or inferiority, can not be finally decided on the facts now available. Investigations are being conducted, however, with the object of obtaining adequate information on which the Department may reach a conclusion as to whether the bleaching of oats conceals damage or inferiority under all conditions, or, if not under all conditions, under what conditions. Pending the conclusion of these in-

vestigations and the announcement of the results thereof, the Department will not recommend proceedings under the food and drugs act solely upon the ground that oats which have been bleached with sulphur fumes have been colored or stained in a manner whereby damage or inferiority is concealed, provided that in the case of bulk shipments of oats, the fact that they have been bleached with sulphur dioxide is shown on invoices, bills of lading, and inspection certificates, whenever such certificates are issued, by using the terms "bleached with sulphur dioxide," "sulphur bleached," or "sulphured," and in the case of shipments in bags, the bags are plainly marked to the same effect. The terms "purified," "purified with sulphur process," and the like, are misleading and are, therefore, not regarded as being proper designations of these products. The Department will not hesitate, however, to recommend proceedings under the act, without notice, if it appears that the conditions herein specified are not complied with, or if it appears that the bleaching of oats results in actual fraud.

Third. The Department is of the opinion that oats containing not over 5 per cent of barley or other grain which has not been added to the oats after they were harvested, but which was present with the oats in the field, may be designated "oats." The Department is further of the opinion that oats with which barley or other grain has been mixed after harvesting, are adulterated and misbranded if they are labeled and sold as oats. Such a mixture should be sold, billed, (including all railway records), invoiced and labeled (in case label is used), as a mixture of oats and the added grain. It is believed that the names of the grains present in the mixture should be given in the order of their weights, beginning with that which is present in the largest amount. Very truly yours,

D. F. HOUSTON, Secretary.

This ruling in general indicates that oats may be safely bleached if so branded, if added moisture is removed, and no deception is used. No exception can be taken to this.

Rulings Are Asked on Two Questions.

On September 13, 1915, the Department was asked to make rulings on the following questions:

Question 1. Does the removal of must and decay from oats, by the sulphuring process, constitute adulteration within the intent of the Food and Drug Act?

Question 2. Does the removal of any inherent disability in grain, by any process not deleterious to the grain, constitute adulteration within the meaning of the Food and Drug Act?

The answer from Dr. Alsberg, under date of September 22, 1915, was as follows:

September 22, 1915.

Mr. A. E. Reynolds,
Chairman, Committee on Legislation,
Grain Dealers National Association,
Crawfordsville, Ind.

Dear Sir:

Referring to your letter of September 13, 1915, you are advised that the bleaching of oats with sulphur dioxide, in the opinion of the Bureau, does not serve to remove must and decay from the oats. The views of the Department with respect to the bleaching of oats are set forth in the "Bleached Oats Warning," copy of which was mailed you on September 11, 1915.

Upon the question as to whether the removal of any inherent disability in grain, by any process not deleterious to the grain, constitutes adulteration within the meaning of the Food and Drugs Act, you are advised that it is not the practice of the Bureau to give consideration to hypothetical questions. Whether the treatment of grain by any process other than bleaching with sulphur dioxide makes the grain adulterated under the Food and Drugs Act can be determined only with complete knowledge of all the facts regarding such process.

Respectfully,

CARL L. ALSBERG, Chief.

You will observe that Secretary Houston in his ruling admits that the bleaching of oats does not always conceal damage—on the other hand, it sometimes serves to make the damage more apparent. He also admits that in some cases bleaching serves to remove this damage or inferiority rather than to conceal it.

The Secretary states that investigations are being made to determine the exact effect of bleaching and conditioning oats by sulphur dioxide. We are now awaiting the results of these investigations with a firm belief that when all the facts are known, sulphuring oats will be tolerated.

The Warehouse Bill.

This bill has been passed, and will be operative as soon as rules and regulations are promulgated by the Secretary of Agriculture.

The general purposes are clearly set forth in *Who Is Who* in its August 20th issue, page 30.

The bill is wholly optional. I predict that it will not be put to general use in the grain trade. It is impracticable in many ways so far as storing grain is concerned.

The bond provided for might easily become a heavy burden to the warehouseman, if he stored grain in large quantities.

Section 15 of the Act provides that grain stored in a public warehouse shall be inspected and graded by an inspector licensed under the Act. This provision makes public warehousing impracticable for the country elevator.

Section 16 provides for either keeping each lot of grain separate or for mixing it with only grain of its own grade.

Thus we see that grain must be inspected by a licensed inspector, who shall pass on each separate lot. This would necessitate a public inspector at each elevator.

No provision is made for posting grain when it becomes out of order.

In my opinion, the warehouseman under this act is responsible for the delivery of grain of same quality and condition as when taken in. If this interpretation is correct, the whole act is impracticable for the storage of grain.

As an example of how it would work, if corn were

lative way might be enumerated, but this report is already too long.

I would fall short of performing my whole duty did I not mention the able assistance given in all legislative matters by the trade papers. We are particularly indebted to the *Grain Dealers' Journal*, *The Price Current-Grain Reporter*, the "American Elevator and Grain Trade," *Who Is Who*, and many other trade journals.

I feel myself personally indebted to the grain trade for its hearty co-operation, and to our worthy president, Mr. Metcalf, and most efficient secretary, Mr. Chas. Quinn, for their courtesies and able assistance.

I also owe a personal debt of gratitude to Mr. J. Ralph Pickell and Mr. J. C. F. Merrill, of the Council of Grain Exchanges, to Mr. Fred Lingham of the Millers National Federation, and to Mr. Francis B. James and Dr. Duvel of Washington, D. C., and finally to the members of your Legislative Committee. To all of these I extend a vote of thanks for the personal favors shown me.

At the present time, all business, particularly large business, stands criminally indicted. They are prejudged guilty without hearing or defense.

There is no more reason for questioning the honesty and integrity of reputable business houses than of private individuals. The greater number of reports of criminal practices charged against business have resulted only in surcharging the uninformed, ignorant



J. A. McCREARY, V. C. ELMORE AND H. H. NEWELL CAUGHT ON THE STARBOARD BEAM

offered for storage in January, the warehouseman would be forced to accept the grain as of grade designated by the inspector. If this corn should become out of condition in May, the warehouseman not only has no way of safeguarding the loss to which he would be subjected, but would be obliged to hold the deteriorating grain until called for by owner, and then would be obliged to turn out corn of grade originally put in store.

If this is a correct interpretation of the practical working of the Act, no sane, experienced elevator man would qualify as a warehouseman under the Act.

There never was any need or demand for this piece of legislation as it relates to the storage of grain. I predict that it will become a dead letter.

The question of inspectors to inspect and classify the grain to be stored in such public warehouses is likely to conflict in some ways with the Grain Standards Act. I am not clear in my own mind as to the perfect harmony between the two measures.

Finally.

With the passage of the bills for which we have so long striven, it would seem that little was left to be done. On the contrary, as I view the whole legislative field, it appears that we have only started.

We must, if possible, have a hand in putting the Grain Standards Act into practical working condition. The rules are of even more importance than the Act itself. Whether we shall have an opportunity to assist in this matter remains to be seen. We must, at least, strive to have such rules promulgated as will disturb the grain business as little as possible.

As the Pomerene Bill is put into force, it will more clearly demonstrate its own need of amendments.

The uniform bill of lading matter, which is now being considered by the Interstate Commerce Commission, is likely to need attention at any moment.

When the time comes for forming a new tariff bill, the grain interests should insist on tariff provisions that will safeguard the grain producing, handling and consuming public. The last tariff measure, if the European war had not intervened to relieve the situation, would, in my judgment, have worked lasting and irreparable injury to the whole grain industry.

Many other matters of vital importance in a legis-

mind with dangerous suspicions. Most of the findings of investigating committees, when traced to an ultimate finality, leave no room for suspicion, but the very charge at first made, the poisoning of the public mind has been accomplished, the business injured and nobody benefited.

It is gratifying to note that not a single one of the many investigations of the grain industry has resulted in an adverse finding. Our escutcheon is clear. Let us strive one and all to keep it clear.

The wave of suspicion and investigation which is now on will pass, but at the present we must deal with it at flood tide. While so dealing, let us show, both by example and precept, that we stand prepared to be read of all men.

As to bills of lading, under the Pomerene Bill it will be impossible to have bills of lading under which drafts can be drawn on the duplicate, except under proper conditions, where the original bill of lading is accounted for.

Many of us should be keenly interested in the clause as to altered bills of lading. A bill of lading has been such a common scrap of paper, manipulated in such a common way, that up to this time the law took practically no recognition of it at all. You who deal in the terminal markets, and have been expected to pay drafts for any amount without invoices on bills of lading have been near the brink and some of you have tasted the bitter dregs of paying a bill of lading and losing your money. It is to be hoped this bill will prevent that, and I think it will.

As to guaranteed weights, some of us will be disappointed in that. At first it was intended to do that, but there is a question in my mind whether in a measure we have not accomplished that.

I gave you the comment of Mr. James on the Bill because it is a much more concise statement than I could have given you, although I have drawn some conclusions myself.

In reference to the Food and Drugs Act, I want to call attention to how alive this question is. There was an item in last night's Baltimore paper headed "Grain Men to be Arrested." I at once reviewed the catalog of my own crimes to know whether I was among them or not. (Laughter.) But this morning

when I got the following clipping I felt a little easier about it:

"Washington, September 26.—Reports that water is being added to shipments of oats to increase their weights have caused the Department of Agriculture to instruct inspectors to watch interstate shipments closely. Department officials said today proceedings under the Food and Drugs Act will be instituted in all cases where evidence of watering is obtained."

Those of you who have no use for water except to put in oats, take notice. (Laughter.)

The Department assumes the responsibility of proving that moisture has been added. They do not assume that moisture has been added, but, eliminating all these other things, the case must be established in each and every individual instance in hand.

You will notice Secretary Houston says "The Department is informed that the bleaching of oats does not always conceal damage." That is a great concession. You will remember Mr. Alsberg answered that question in what I characterized at one time as rather an evasive way, and I have quoted again his answer to show what progress has been made.

Practice of Watering Oats is Condemned.

I have gone into the sulphured oats proposition at some length, but I think we have run chances of being misrepresented and put in the position of law-breakers on account of misunderstanding on this oats business more than on all other subjects combined. I have no hesitancy in expressing my disapproval of the practice of injecting water into oats to sell the water, and I hope those misguided grain men who actually did that thing are not inclined to repeat the offense. I think this clipping from the paper does not happen to come at this psychological moment to stir us up, but simply happens to come at this time owing to the fact that it is a live question. I do not believe there have been any recent prosecutions, and my advice to the trade is to go ahead under this ruling, which you see is vastly more liberal, more reasonable, and more according to what he believe to be the facts than that put out by Dr. Alsberg, in which he would not admit it was possible to benefit oats by sulphuring, or that it was impossible to sulphur oats without hiding defects. I advise the grain trade to go along as they have been, sulphuring oats, branding them "sulphured," using what means it is necessary to put in there to properly bleach them, dry it out again, and if not more than one per cent is added, you are safe. And as far as I am concerned, I never will raise my hand or voice to defend the practice of going further than that in this process. (Applause.)

As to the Warehouse Bill, I have tread on delicate ground, but owing to the fact of my very close acquaintance with its chief advocate, Congressman Moss, who knows my feeling about the matter, I have not been quite as vehement as I might have been. You can get a full text of the bill by applying to your congressman, or, if you get the Agricultural Appropriation Bill, it is in there in its entirety. (Applause.) I move the adoption of the report.

Mr. Green: I will second it. (Carried.)

The President: We will now proceed to the discussion of the report. Perhaps you are more interested in the administration of the Grain Standards Act than in any other part of the report of the Committee. Mr. Brand has come here at our request to discuss that part of the report referring to the administration of the Grain Standards Act. I do not desire to take any time in presenting to you, Mr. Brand, chief of the Bureau of Markets and Rural Organization, but I know we are all pleased that he is here and that we can have the opportunity of hearing him. (Applause.)

ADMINISTRATION OF GRAIN STANDARDS ACT

Mr. Brand: I have felt that the successful administration of the Grain Standards Act depended upon our knowing and understanding each other. The Secretary, considering this an important and difficult piece of legislation to administer, saw fit to ask that not only I assist in the matter, but that Dr. Taylor, chief of the Bureau of Plant Industry, who has been dealing with this business for a long time, continue his connection with the matter. He is here this morning, and I hope you will insist on at least having a look at him, because he is one of the men we set great store by in the Department of Agriculture and in the agricultural industry in general in the United States.

Outline of Procedure.

I want to outline first the method by which we are proceeding. Then, if you desire, you might ask questions, and I will answer them as satisfactorily as I can.

The first thing we set out to do as a committee was to study the act, and to plan the framework of administration. The subject matter of the act is related to other activities of the Department which have been going on for a number of years, and it was necessary in order that there be no duplication or waste of effort, energy and money, to consider all of those things together, in order to work them harmoniously and to the best interests of the grain industry. After a careful study of the whole situation the following plan of dealing with it was adopted: The whole matter is handled in a general way under the Bureau of Plant Industry, the Office of Markets and Rural Organization, and under the appropriation provided under the Grain Standards Act. Inefficiency

would undoubtedly result from trying to work in all these separate units separately; they deal with the same subject matter, and should all have a common point of view and a common purpose.

The following general projects have been approved in order to give a suitable method of dealing with it:

1. A project dealing with the administration of the Act itself.

2. A project entitled "The investigation and determination of grain standards."

3. Grain handling and transportation investigations.

4. Licensing of inspectors.

5. The supervision of inspection of grain.

6. The determination of appeals and disputes; and finally the general studies on marketing and distribution. We believe this plan covers in a comprehensive way the subject matter of distributing grain, including the enforcement of the act.

In listening to Mr. Reynolds' report I was struck with the fact that the Secretary's ruling on sulphured oats is a pretty accurate reflection of his point of view on all regulatory subjects. They are to be dealt with



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constructively and in accordance with the facts in the individual case. He takes that point of view with reference to all of our work. We never think of suggesting any other course, and if we did suggest it, it would not be approved. I am sure his point of view with reference to the Grain Standards Act is that it shall be administered constructively, in order to get the best results that can possibly be secured from the legislation.

The Trade in Conference.

With a view to harmonizing all of the points of view which need to be harmonized, and with a view of giving the Department the necessary information for establishing the rules and regulations, the Secretary invited a number of gentlemen, most of whom you know, to come to Washington and assist in this work; and it was a source of gratification to him to have every one of those gentlemen from the grain industry accept his invitation, and I think it is a compliment to the grain industry that it has men, busy men, who are willing to come and serve the people in this capacity. We have been working during the past week very earnestly on this matter of getting out a set of rules and regulations that will be practicable and that will facilitate the trading in grain and not hamper it. (Applause.)

We have been fortunate in getting together a group of gentlemen, who I feel deserve to be named, to help us. I see Mr. Merrill in front of me, who has been invaluable because he knows the terminal market situation. None of these men were selected to represent a particular market; they are helping us as representative of the point of view of a whole general class of trade. We couldn't have a conference with every market and every interest represented, because you couldn't work with so large a unit. Mr. Meyer, a

former president and now vice-president of the Baltimore Chamber, who is a large exporter, has come to us to give us the export view, and to suggest those modifications and changes of relationship that are necessary in order to cover his end of the industry. Mr. Funk, president of the National Corn Association, which association has held some magnificent corn expositions, and those expositions, by the way, have done as much as any one thing to focalize the mind of the public on the importance of corn in our national economy, he comes as a representative of the producers' interests. Mr. Lingham has come as the representative of the manufacturers' and millers' points of view on the regulations. Mr. Shorthill, of Nebraska, who has during the construction of the legislation assisted in its proper formulation, has been with us. Your vice-president, Mr. Eikenberry, was chosen, not because he was your vice-president, but because he was a big country shipper and a member of your Board of Arbitration, and we believed that kind of ability would be exceedingly valuable, and I don't mind saying it has been. (Applause.) And I would hate to overlook Mr. Emerson because he represents the practices of a big state inspection department. We realized that in order to have the rules and regulations practical, we would have to have a practical man along that line, and Mr. Emerson has been helping us with the exact information which he has on inspection department work.

Departmental Work.

Some of our own men proceeded to prepare a preliminary draft, so that we would have something to work with, and I want to mention the work that Mr. Livingston and Dr. Duvel and Mr. Wheeler and Mr. Seaves and Mr. Boerner and others of our own men have done in helping to prepare that draft. It has given us a road on which to travel, and as a result of it we have been making very definite progress, and I am hoping, for the sake of the gentlemen who have sacrificed their own interests to come and help us, that we can get through with the preliminary draft by tomorrow night. After that is completed we shall utilize all of the suggestions to make our tentative draft of the rules and regulations, which will then be prepared in printed form and submitted to the industry for its suggestions. We are going to invite criticisms by letter and other communications so that we may reach a lot of people who cannot come to a public hearing; but we are also going to hold public meetings, so that those who feel it is necessary, in order to have the rules and regulations embody all of the essentials, may come, that they may feel certain that every possible suggestion and point of view has been considered in the preparation of the rules and regulations. (Applause.)

As Mr. Reynolds has said, the rules and regulations in a measure of this kind are really the crux of the proposition, because they can be treated and modified to suit the best practices of the trade. The law speaks for itself; we cannot alter that, but we can deal with the matter which is provided for under the rules and regulations in a thoroughly constructive way, in the constructive spirit under which the law was enacted.

I am not going to discuss any technical features of corn standards or any other standards. Dr. Duvel is the repository of our information on that subject. (Applause.) We do not aim to discuss it finally without consulting him. The law specifically stated, and it was borne in upon the Department many times, that it was desirable and the wish of the legislative body, as the law states, that the new standards be put into effect as soon as may be. The Department, after numerous conferences, realized that if any standards whatsoever were to be put into effect this year, action must be taken quickly.

Changes in the Corn Grades.

The Office of Grain Standardization had collected a great deal of exceedingly valuable information, which was put before Dr. Taylor and myself, as a result of which we decided—and our decision may be open to criticism, and we are not going to hesitate to take constructive and helpful criticism in the best possible spirit—that in view of the desirability of making some slight changes in the near future, even though the time was too short to have public hearings on the question, to incorporate those changes in the original issue of the standards. We realized, as you do, that these changes were changes more largely of method than changes of intrinsic value in the grades represented. We knew from experience with other acts that to promulgate a standard, and ere long, to change it would inevitably result in some sections of the trade in our being criticized for vacillating, wobbling, and not knowing where we were. Hence after a very careful consideration of the data before us, it was decided to make those relatively slight changes in the standards.

I sincerely hope we will have your co-operation in bringing those standards into use, and that they will work out to the best interests of the industry, realizing that at the outset it will result in some disturbance. In that connection we have had some very helpful suggestions from Mr. Merrill who has studied this matter with an experienced mind, and who has given me courage to believe that with this spirit of co-operation it is going to be possible to put these slightly changed but nevertheless changed standards into effect with a minimum of disturbance to existing contracts. We be-

speak the assistance and co-operation of this Association in making the new grades effective.

I want to say in respect to these new standards, as there may be some doubt on the subject, that it is our interpretation of the statute, and we can arrive at no other, that there was no expectation in the mind of the Congress that the issue of the new standards would in any wise affect contracts in existence at the time the public notice concerning them was issued. I think if we have that in mind, that there is a very large body of transactions which you will realize will not be disturbed, that will help. We trust, with the constructive help which we know we are getting from the men in the markets affected, that it will be possible, with a minimum of injury to parties to contracts, to settle on the basis of the new standard. I am hoping, for the sake of the trade as a whole, as much trading will be on the new standards before them become fixed and established, December 1, as possible, for the educational value of it.

On our part we want, just as quickly as we possibly can, and we are working on it every day, concentratedly, to get the machinery which is necessary to operate the act into working order, and to give it at least a few weeks' experience prior to its actually taking effect in the handling of the new standards and in the handling of appeals and disputes. We felt it was a distinct advantage to start with the handling of one grain. No one realizes as well as you do the stupendous task of administering this law properly. The task of administering it with respect to all grains at the outset would be almost impossible. Therefore we wish to get the thing in effect with one grain and work out the details which must be worked out in practice before we are swamped and overcome with a larger number.

I think I have outlined the spirit in which we are working, how far we have gotten, the way in which we are working, and the next steps on which we are to proceed. (Applause.)

Mr. Bigelow: Have you worked out the plan of appeals so as to be able to tell what time it will take to review a decision by the Appeals Committee?

Mr. Brand: We have thoroughly discussed the question of appeals and disputes, and I might say briefly what distinction we make between the two. Appeals are the controversies which arise after a licensed inspector has passed upon the grain. Disputes are the controversies which arise between parties to a contract when the interstate shipment is made from a point at which there is no inspector to a point at which there is no inspector, and which has not been inspected en route by any inspector licensed under the Act. We have arrived at a general framework on which we are now trying to hang the clothes as it were. It is our present expectation to divide the country into supervision districts, and to have a sufficient number of supervision districts with supervisors sufficiently near at hand so that in no case will any important transaction be halted or put to any disadvantage because of inability to deal promptly with any appeal. We plan to act on appeals just as rapidly as the boards of trade and inspection departments at present do.

Mr. Radford: The new employees to come in under this Act, are they under the civil service act of Congress?

Mr. Brand: Necessarily so. There are, I think, only two in the whole Department who are not. I want to amplify my response a little, because I see Mr. Jacobson here, and I remember riding out to Minneapolis with him a few months ago, and he expressed the gravest concern lest we have a lot of inexperienced people to administer this law. We are going after the very best men, even if we have to take them away from Mr. Jacobson himself. (Laughter.)

Mr. Vincent: With reference to that first "Provided, etc." in Section 4, what may we understand as to that? It states later you cannot give a description orally, or in writing, I take it. It appears to me there is some conflict in that section regarding the U. S. grain standards and this clause.

Mr. Brand: Please put your question a little more clearly, Mr. Vincent.

Mr. Vincent: For instance, Baltimore has been selling on description. Can we under that clause continue to do so?

Mr. Brand: It has appeared to me that the provision of prime sale in a contract constituted a grade, and that the series of descriptions, as I stated to Mr. Meyer and Mr. Jackson and Mr. Menendier, when they were with us, constituted dealing with grade; that I wasn't ready to commit myself finally to that belief, because that is a question that needs careful study.

Mr. Jacobson: We have in our state a Board of Grain Appeals which must annually promulgate grades for the coming year. These new standards will take effect December 1. According to our state law, we have to advertise in the daily papers for a week before the grades take effect. As the members of the Board of Grain Appeals belong to our state machinery, shall these men, before they advertise those grades, be licensed by the Government under this Act?

Mr. Brand: I think that is a state function which this law in no wise interferes with.

Mr. Jacobson: Suppose this corn should be an interstate shipment.

Mr. Brand: If the inspectors are licensed when they grade it finally, it seems to me they will have complied fully with the law, and that the prescription of the

Minnesota law requiring them to announce it will not in any way jeopardize them.

Mr. Jacobson: You think they should be licensed by the Government? They are inspectors appointed by the Government, but they belong to our Commission in this way, that the Commission sets their salary, and all the appeals that come in come to our people.

Mr. Brand: I am not clear just what their function is, but if they inspect corn under those standards that they announce a week in advance, they should be licensed when the day of inspection arrives.

Mr. Green: Is it the purpose of the Department to have as near as possible the present inspectors for the departments appointed as Federal inspectors?

Mr. Brand: There are three classes of persons to be licensed. The first class have a statutory right to be licensed. They are the inspectors in the state grain inspection departments. The second class are not entitled under the statute to a license except upon a showing of ability. Those are included largely, of course, in the present inspection departments of the Exchanges, boards of trade and chambers of commerce.



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They will of course be required to make a showing of competence under the law before they obtain their license. We believe the Act was intended to be broad in its benefits, and to reach country shipping stations which have now only in a slight extent been benefited by inspection. Hence we think there will grow up a desire, at points where there is use for inspectors, an additional class of inspectors who will grade grain at country points, but who will not be under the rules of the chambers or boards of trade, or necessarily under state inspection departments, because there are so many states that have none. All of them will be entitled to license after a showing of competence.

Mr. Smiley: Some of the lines in Kansas have their terminals in Missouri only. Under the Missouri law the grain is inspected by the Missouri Department. The elevator capacity is divided between Kansas City, Kans., and Kansas City, Mo. When cars are billed to Kansas City, Mo., from a point in Kansas, and inspected, and then unloaded and ordered to an elevator on the Kansas side, will a second inspection be necessary?

Mr. Brand: Is the second shipment a shipment in interstate commerce? If it is and it is shipped by grade it seems to me it falls under the Act.

Mr. Smiley: Doesn't the first shipment billed from a point in Kansas to Kansas City, Mo., constitute an interstate shipment?

Mr. Brand: I think it does.

Mr. Smiley: Unfortunately the shippers of Kansas have been compelled to pay for two inspections on account of there being two departments, one Kansas department and one Missouri department. It is quite a burden on the producers and shippers of Kansas. Will this Act prohibit either the state of Missouri or the state of Kansas from demanding pay for a second inspection?

Mr. Brand: It won't prohibit it, but I hope we can work constructively enough under this Act and uniformly enough in our appeals and disputes, so there will be no occasion for two inspections, and I trust the industry at those points will co-operate in doing away with any unnecessary burden and expense.

Mr. Smiley: At present it is necessary to keep up two departments.

Mr. Brand: If the work is done competently and under uniform supervision, I think the need for it will disappear, and when the need for a thing disappears, the thing disappears by the natural result of economic law.

Mr. McDonald: The Act does not try to override the laws of any state, and if the laws of each state require the inspection within that state, I do not believe the Department could prevent it.

Mr. Brand: The law affects only interstate shipments, and in so far as it is constitutional it takes precedence over state law. It has no power over intrastate shipments, and there will be no attempt to exercise any power, though we certainly hope to work constructively with these departments to do away with unnecessary burdens on the industry.

Mr. Paddock: Many shippers have been doing business under private brands. If you have a brand you have been selling to New England, say, as Eureka or Star, the practice has been in many cases to add "2 Yellow Corn" or "3 Yellow Corn," but according to this Section 4 we may not designate even the kind of corn, as I read it. We must leave off those terms, but we must designate it as corn to let the receiver know he is not getting oats. How far can we use our private brands in that case?

Mr. Brand: I see Mr. Paddock is afraid "Paddock Star" is going to get into trouble. (Laughter). As pointed out by Mr. Meyer in conference a few days ago, the provisions of Section 4, in part at least, seem slightly contradictory, but in a substantive portion at the very end of the section it says, "No person shall in any certificate or in any contract or agreement of sale or agreement to sell by grade, either oral or written, involving, or in any invoice or bill of lading or other shipping document relating to, the shipment or delivery for shipment, in interstate or foreign commerce, of any grain for which standards shall have been fixed and established under this Act, describe, or in any way refer to, any of such grain as being of any grade other than a grade fixed therefor in the official grain standards of the United States." So we will have to go back to the question of fact as to whether the shipment in question is a shipment by grade. If Mr. Paddock says "XXX No. 3" he is using a part of the terms of the standard.

Mr. Paddock: That is clear, of course.

Mr. Brand: And naturally it will come under the provisions of the Act. If he calls it "Eureka" or "Red Ball," or something else, and does not use the terms of the standard, or of any standard, in fact it does not constitute a shipment by grade in any respect whatsoever, and I question whether it would come under the provisions of the Act. These things will have to be dealt with on the basis of the facts in each individual case.

Mr. Goodrich: Indiana and Ohio country shippers sell, up to the middle of December, and even all through December, practically all our corn as "Cool and Sweet," but we must tell our customers something about that corn. We have always said "Equal to No. 2," for instance, "Yellow Corn," whatever the case might be. This would prohibit our selling that way.

Mr. Brand: It seems to me "Cool and Sweet" is a qualification or stipulation in the contract, and is not necessarily a part of the grade. That is applied to every grade, and it may be applied to brands and descriptions. It is a description.

Mr. Goodrich: Still you must let your customer know what kind of corn it is, and if I sell some one in Pennsylvania 10 cars of "Cool and Sweet Yellow" equal to No. 3, I would be violating this Act.

Mr. Brand: Not because you said "Cool and Sweet."

Mr. Goodrich: No, but because I used the "No. 3."

Mr. Brand: You would not be violating the Act if it were No. 3.

Mr. Goodrich: But suppose it contained 20 per cent of moisture?

Mr. Brand: Yes; I think that was the very thing the Act was aimed at.

Mr. Goodrich: I believe that will work an injury to the grain growers of Indiana, to have to ship corn to the terminal markets, and have to put in the grade, when such corn is perfectly good for feeding cattle and pigs. Sometimes it contains 30 per cent of moisture.

Mr. Brand: But you haven't a right to sell that corn at No. 3 prices.

Mr. Goodrich: We do not. We sell it at cheaper price.

Mr. Brand: Then it becomes a question of modifying the terms to suit the case, and no loss will result as soon as the matter is understood.

Mr. Baker: Mr. Brand has said as soon as the rules and regulations are gotten out, he will submit them to us, and I believe we would get farther if we would wait for them, go over them and then ask our questions.

Mr. Brand: I want to discuss this subject frankly so far as our present information permits.

Mr. Riley: I take it the qualifications for inspectors are pretty definitely fixed in the minds of the Department. As a matter of law, I understand it, the members of the state legal inspection force will be commissioned by your Department, and in states that inspect by other methods than by process of law, even though it be permitted, their qualification will determine their appointment. We have a dual system of inspection in Indiana. We have a provision in the law for boards of trade to appoint inspectors, promulgate rules, enforce them, etc. Would those inspectors fall under the second provision, and be required to pass an examination?

Mr. Brand: They are not employees of the state?

Mr. Riley: No, they are employees of the boards of trade, and the boards of trade are authorized by the state to employ them.

Mr. Brand: They would fall in the second class.

Mr. Riley: Then our law provides that in any county where there is no board of trade created, an inspector may be appointed by a judge of the circuit court upon recommendation, and that he should be guided by the rules and regulations that obtain in the nearest regular market. What would be the condition in that case? He is a direct appointee of the state through the judge of the circuit court.

Mr. Brand: Does that constitute a state inspection system?

Mr. Riley: I think not. There is a little difference in the two appointments there.

Mr. Brand: That would require further study, but I question whether that would come under the proviso.

Mr. Riley: The result would be that in each instance they would fall under the second provision?

Mr. Brand: Yes. Wouldn't those transactions be mostly intrastate?

Mr. Riley: Not necessarily. In Indiana very little corn is intrastate. Of course it may originate as intrastate, but before it is finally disposed of 80 per cent enters interstate commerce.

Mr. Brand: That is a peculiarity of Indiana law that will have to be studied in order to know just what the legal status of those inspectors is.

Mr. Bradshaw: As Warehouse Commissioner of Missouri, I feel concerned with reference to Government supervision on interstate shipments from our public elevator. Under our state law we must inspect everything in and out of elevators. When it comes to an interstate shipment out of a public elevator, the Government supervisor may not agree as to the loading of that grain and the grade of it, and we have outstanding, certified by the state, warehouse receipts covering perhaps 200,000 bushels of No. 2 hard wheat in the elevator. Those receipts are outstanding and are in the hands of bankers. The banks will say the state is no longer supreme in passing upon that wheat out of the elevator. They will say "You have a Government inspector now. What is he going to say about the grading of that grain in interstate shipment?" That vitally concerns the operators of every public elevator in Missouri, and we would like to know if there is any possibility of a Government supervisor disagreeing with the state inspector as to the grade, so that we could not load out the amount of grain we had inspected in there under the state law. Your law provides for expert men, but you may occasionally get a supervisor who will not agree with the loading and the grading of the state man.

Mr. Brand: Do you refer to new enterprises, or to transactions in existence now?

Mr. Bradshaw: Transactions now, of course. You cannot annul the state law. We must inspect in and out.

Mr. Brand: If it is an interstate shipment, the power of the Federal Government takes precedence over that of the state government.

Mr. Bradshaw: I am speaking of interstate shipments out of this public elevator. It only enters into an interstate shipment when it is loaded out of the elevator.

Mr. Brand: In so far as the Federal supervisor finds that the grain has not been correctly graded, his finding would take precedence over the findings of the state inspector.

Mr. Bradshaw: In case of disagreement, we might not be able to get out as much wheat as there were certificates outstanding.

Mr. Brand: There will be no disagreement. There will be a determination of the true grade of the grain, upon the basis of which the Secretary will issue a finding which has the value of *prima facie* evidence in the courts.

Mr. Bradshaw: I take it the Government inspector is supreme; therefore, if the Government supervisor does not interpret the rules and pass upon the grain as the state inspector has, the warehouse receipts outstanding could not be redeemed.

Mr. Brand: Possibly so.

Mr. Reynolds: In the consideration of the bill all the way through it has been supposed that very shortly after the bill was put in operation, all state inspectors will be Government inspectors, that there will be no difference, and the same rules would apply and doubtless be adopted by all the state departments, and there have been only one or two hints of any dissension in that way of the state departments. If the inspectors are the same, and Mr. Brand says it becomes a matter of fact of what the condition of

the grain is, it doesn't matter who determines that condition, as they will all be state as well as Federal inspectors.

Mr. Bradshaw: We understand with reference to the Government licensing the inspectors, but we are not the supervisor. The Government has its own man there as supervisor over the Government inspector.

Mr. Reynolds: It is naturally to be supposed that the facts we arrive at are what we want; if the grain has deteriorated, it must attach to the grain.

Mr. Wells: Mr. Bradshaw, what happens under the state provision?

Mr. Bradshaw: Nothing happens. We simply grade it in under proper grade and grade it out.

Mr. Wells: Suppose your own inspectors disagree?

Mr. Bradshaw: Then we have a chief inspector who settles all such disputes, and it goes to him for review.

The President: I am sure we should be glad to hear a word from Dr. Taylor. (Applause.)

Dr. Taylor: Mr. President and Members of the Association—I cannot add anything to Mr. Brand's statement, but I do wish to emphasize a little more than he has the fact that the Department looks upon this matter as of the very largest importance to the



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industry and to the country, and that the Department is undertaking for that reason a rather new type of administrative activity, which necessitates the concentration upon the administration of this Act, particularly in its initial stages, of every instrumentality and personality in the Department that is equipped to deal with it; and that, in accordance with the outline that Mr. Brand has presented, the whole personnel and machinery of both the Office of Markets, which is directly responsible for the administration, and the Bureau of Plant Industry, which has had to do with the preparation of the grades as that work has continued from the beginning, are united and unified, and that the whole consideration of that matter in the Department is proceeding along that line.

Essential Fairness of Application is Promised.

You, I know, from your previous contact with the work of the Bureau of Plant Industry, which has had to do with the studies of transportation and of preparation of standards, will appreciate the fact that no element previously existing in the Department bearing in a constructive way upon this problem is to be diverted from its concentration on the problem, or in any way impaired in its efficiency. The whole working force of every element is to be concentrated. And in addition I think it is fair for me to say at this stage that the whole effort of the Department in the matter is to accomplish essential fairness of application of the law to organized industry, to so shape and direct its administration that every man entitled to consideration

shall have consideration, and that the conclusions when reached will represent as nearly as it is possible for the Department to accomplish it, justice to all who are concerned. (Applause.)

The President: The next gentleman needs no formal introduction, as I think every individual within the sound of my voice knows Dr. Duvel and has come in personal contact with him. (Applause.)

APPLICATION OF GRAIN STANDARDS ACT

Dr. J. W. T. Duvel: For many years it has been my pleasure to attend the annual convention of this Association for the purpose of discussing with you various problems relating to the handling, grading and transportation of grain. Likewise, for years we have been working together to bring about some Federal legislation to provide uniformity throughout the United States in grain inspection and grading.

As you well know, this legislation became a reality through the enactment of the United States Grain Standards Act, as Amendment B of the Agricultural Appropriation Bill which was signed by the President August 11, 1916.

Act is a Compromise.

In this great progressive movement, as in all movements of this character, there have been honest differences of opinion as to what form the legislation should take. The Bill as enacted provides for supervision of grading by the Federal Government and not for Federal inspection as some desired. It is what might be termed a compromise measure. A common meeting point for those who opposed any legislation and those who favored full Federal inspection. Time and experience will probably show that this law is not perfect in every respect, but in my opinion it stands for more wholesome transactions in grain. It will safeguard the interests of the grain producers, shippers and dealers by placing all on the same basis of grading. It will result in reducing to a minimum the enormous wasteage heretofore resulting from the shipment of grain that was in no condition to ship. It will lead to the production of grain of better quality, to improvements in the handling of grain on the farm, and to better prices to the farmers who grow and market grain of the higher grades.

It is the enforcement of this Act, including the carrying out of the investigations provided for therein, that I wish to discuss with you this morning. At the outset I desire to emphasize that the Department appreciates most fully that the carrying into effect of the provisions of this Act will result in changed conditions in many important respects. It is likewise only reasonable to suppose that those of us entrusted with its enforcement will sometimes err in judgment as to what action is best. I can assure you, however, that we shall aim to be fair, open-minded, and frank. But we want and need your co-operation and assistance, whatever your views may have been while this measure was pending before Congress. If every man will put his shoulder to the wheel for efficient team work, I believe that within five years the grain interests of this country will find this a most helpful measure.

Inasmuch as so many different forms of this bill have been published in the trade papers during the past two years, it seems desirable to dwell briefly on the more important points contained in various sections of the measure as finally enacted.

What the Act Means.

Section 1 provides a short title and definitions of certain terms and phrases used in the Act. The designation of "Grain Grades Act" as used in earlier drafts of the bill has been changed to "United States Grain Standards Act." In considering the authority contained in this Act it should be kept in mind that it is based on the interstate commerce clause of the Constitution, and therefore does not apply to grain moving in intrastate commerce. The phrase "in interstate or foreign commerce" as used in the Act covers shipments from any state, territory, or district to or through any other state, territory or district, or to or through any foreign country, or within any territory or district. The definition does not cover grain shipped from a foreign country into the United States unless such grain becomes involved in a reshipment or sale.

Sections 2 and 3 of the bill provide for certain investigations, specify the grains for which standards may be fixed, and that such standards shall be known as the official grain standards of the United States.

Section 4 is what might be called the backbone of the bill. The first part of this section requires in substance that after standards have been established, any grain which is sold by grade must be inspected by an inspector licensed under the Act before it can be shipped in interstate or foreign commerce.

This part of Section 4, by being considered alone, has led to considerable confusion and misunderstanding. A full understanding of the scope and purpose of this section necessitates its consideration as a whole and especially the three provisos contained therein. The first proviso admits of the shipment of grain sold by sample or by type, or under any name, description or designation which is not false or misleading, but must not include in whole or in part the terms of any of the official standards. A further exception to the first part of Section 4 is contained in the second proviso which permits the sale and shipment by grade without inspection by a licensed inspector at point of shipment.

when sold subject to inspection in transit or at destination. Still a further conception is contained in the third proviso of Section 4 which permits shipment by grade from a point in one state to a point in another state, without having the grain inspected by a licensed inspector, whenever no such inspector is located either at point of shipment or at destination. Even though such shipment may pass through a point having a licensed inspector, inspection at such point is not compulsory. Taking into consideration these various exceptions the first part of Section 4 in substance requires that grain must be inspected when moving from a point having a licensed inspector to some point having no such inspector.

Section 5 prohibits the misrepresentation of certificates issued by a licensed inspector, and grants to the Secretary of Agriculture broad supervisory authority over grain moving in interstate or foreign commerce. He may examine any grain for which standards have been fixed, after shipment or delivery for shipment in interstate or foreign commerce, and after opportunity for hearing he may publish the finding resulting from such examinations.

Appeals and Disputes.

Section 6 provides for the handling of appeals and disputes. In this connection it should be borne in mind that an appeal is a disagreement with a licensed inspector as to the grade of the grain as fixed by him. In the event of such disagreement an appeal may be taken to the Secretary of Agriculture, provided that the identity of the grain has not been lost and that the grain has not left the place where the inspection appealed from was made.

A dispute on the other hand is a disagreement as to the grade of grain moving between points neither of which have licensed inspectors as covered by the third proviso in section four.

In case of an appeal the fee therefor shall be refunded if the appeal is sustained. In case of a dispute, however, the rules and regulations of the Secretary of Agriculture will provide for assessment of costs and for conditions under which such disputes must be handled.

Section 7 relates to the licensing of inspectors and the suspension or revocation of licenses for cause, with a proviso that no licensed inspector shall be interested, financially or otherwise, directly or indirectly, in any grain elevator or warehouse, or in the merchandising of grain, nor shall he be in the employment of any person or corporation owning or operating any grain elevator or warehouse.

The remaining sections of the bill provide for rules and regulations, penalties for violations of the Act, and funds and means for carrying into effect its provisions.

Licensed Inspectors.

Before concluding this general discussion of the bill, I wish to discuss further the status of licensed inspectors. In some sections the idea seems to prevail that the inspectors licensed under the Act are to be employees of the Department of Agriculture. This, however, is not the case. The compensation of such inspectors must come from sources outside of the Federal Government, they merely being licensed by the Secretary of Agriculture and not employed by him.

The details governing the licensing of inspectors have not been fully worked out, but it is anticipated that announcement thereof can be made at an early date.

The persons employed by the Secretary of Agriculture must necessarily come under the requirements of the civil service. An examination for supervisors and assistant supervisors has been announced by the Civil Service Commission. From the register of eligibles established as a result of this examination it is hoped that suitable persons may be secured to put the supervision into operation on December 1, when the corn grades become effective. To provide for the general supervision and for the prompt handling of appeals and disputes, supervisors will be located in all of the important grain centers, the number in each instance being governed by the number of appeals and the volume of business. The aim shall be to give prompt and disinterested service without in any way checking the movement of grain.

No Supervision Until Standards Are Established.

When the corn grades become effective December 1, the supervisory authority will apply to corn only. The Act does not authorize the Secretary to supervise the inspection and grading of any grain until after standards for such grain have been fixed and established.

This naturally leads to the question of standards for the other grains, and the time when such standards will be fixed and promulgated. The Bill, as you well know, authorizes the fixing of standards for corn, wheat, oats, rye, barley, flaxseed, and such other grains as in the judgment of the Secretary the usages of the trade may warrant. Of these the purpose is to give first consideration to wheat and oats, these being next in importance to corn. Owing to the large number of classes of wheat, and to the wide variation in the quality of oats grown in different sections of the United States, the problems involved in the fixing of standards for wheat and oats are extremely perplexing. It is my hope, however, that with the assistance of the trade we may be able to formulate tentative grades, at least for wheat, so that the same may be submitted to the various grain and milling interests for a full and careful consideration some time during the latter

part of December or early January. This would give opportunity to fix and establish the grades to become effective June 1, 1917, thus giving opportunity to fulfill outstanding May contracts, and at the same time to permit the application of the new standards to the first movement of the next crop of winter wheat in the South. The date for the spring wheat grades might easily be fixed for August 1, if trade conditions seem to warrant, thus leaving the way open for fulfillment of July contracts.

Problems in Wheat and Oats Grades.

In formulating standards for wheat and oats many important questions will come up for consideration and in order that you may crystallize your own views on some of the more important factors, I am submitting a list of a few questions:

- (1.) Should the wheat and oat grades have a limitation as to moisture content? If so, what should the limits be or should the grade be fixed according to quality and the moisture content specified in each instance?
- (2.) Should there be a set of standards for sulphured oats?
- (3.) Should all classes of wheat be graded on a dock-



DR. DUVEL AND DR. TAYLOR

age basis as is now the practice in the hard spring wheat belt, that is the percentage of dockage (screenings) expressed in pounds per bushel, with a corresponding deduction from the total weight, the grade being determined on the clean wheat? Should the same conditions apply to oats, and in fact to all grains?

- (4.) What disposition should be made of wheat and oats containing wild oats?
- (5.) Should velvet chaff, bluestem, fife and marquis all come within the same classification?
- (6.) Should hard winter wheat of the Turkey type grown in Illinois be classified the same as Turkey wheat from Kansas, or should a new class be provided for this type of winter wheat?
- (7.) How many grades of wheat should be in each class?
- (8.) Should weight per bushel be a factor in the grading of both wheat and oats? If so, what should be the standards for the different grades?
- (9.) Should smutty wheat be graded according to its quality and marked smutty, or should it be graded down?
- (10.) Should a separate classification be maintained for wheat containing garlic, or should garlicky wheat be graded Sample?
- (11.) How much frosted wheat should be allowed in the grades?

A score of more questions of this same general char-

acter must be determined to insure standards that will meet average conditions, and in such a way as to best meet the requirements of the producers, dealers and millers.

Team-work is Appreciated.

In conclusion permit me, Mr. President, to say that I would be unmindful of my obligation if I did not express my appreciation of the honor your Association has paid me by asking me to address your convention this morning. I have long foreseen that the efficient enforcement of the United States Grain Standards Act will be a big proposition. I trust that in the enforcement of the Act from a supervision standpoint or in carrying on any of the investigations provided for therein, that I may continue to enjoy your fullest co-operation and assistance which has been given so freely and so fully in the past. In turn I can assure you that my very best efforts will be put forth to preserve the principle of co-operation and team-work with the trade upon which the success of this movement must continue to depend.

Watered Oats Warning.

As to the clipping mentioned by Mr. Reynolds, I want to make this explanation. It no doubt, as he said, came out at this time purely accidentally. Some weeks ago it was brought to my attention that the watering of oats was being practiced to some extent. The oats crop in central Illinois and that section this year is exceedingly dry as compared with last year, but not quite as dry as the crop two years ago. This watering has apparently not all been done at terminal markets; there is an indication that some of these oats coming from country stations have been watered there. I suggested these conditions to Dr. Alsberg in an informal way in discussing the general situation with him one day, and as I understand it this general notice has been published as a warning to the trade that the rule put into effect two years ago still stands. We appreciated this bill was coming on, and rather than go ahead and make seizures, notice is given that this practice is going on, in the hope that the practice would be eliminated, and, as Mr. Reynolds said, that the grain associations themselves would do what they could to suppress it.

As to this new Act, there is a great deal of work yet to do. We want to be fair, open and frank, and I am sure I voice the sentiments of the Secretary and every one else connected with this work when I say we want and need your co-operation as well as the co-operation of other associations to make this thing effective in the broadest possible way.

Mr. Radford: In justice to the grain exchanges of this country, I wish to call attention to the fact that at their annual meeting in January they passed a very strong resolution condemning the adding of moisture to any grain. So the grain exchanges of this country have gone on record against that practice.

T. G. Moore: Dr. Duvel asks how many grades should be included in each class? I do not know what he means by the term "class."

Dr. Duvel: As generally considered, especially in the East, we have a class of spring wheat, of hard winter and of soft winter, for instance.

Mr. Moore: Aren't those pretty definite terms?

Dr. Duvel: Not necessarily. For instance, in our soft winter wheats there are 200 or 300 varieties, but we group them all together in one class, of soft red winters, for instance.

Mr. Paddock: I am in the dark more than ever if I did not misunderstand Dr. Duvel's statement. With a shipment of corn from Omaha to a point in Iowa, the shipper would be compelled to have that grain inspected at Omaha, no matter what terms he sold it on. That is the point I raised with Dr. Brand about Star grades. If we ship a car to New England, I must have it inspected by a licensed inspector at Toledo, no matter whether I want to sell it on my private inspection, so-called, or whether I send my broker a sample and tell him to sell it equal to sample and quality A corn, or wheat or oats, or whatever it is. If I understood Dr. Duvel correctly, under those circumstances I am compelled in primary market to have all grain shipped under interstate traffic inspected by a licensed inspector. In that case my 30 years of building up a trade goes for nothing.

Dr. Duvel: I do not attempt to interpret this law from a legal standpoint. You will note the first part of Section 4. Then the following provisos make the three exceptions, sale by type or sample, grain shipped to market without inspection subject to inspection in transit or at destination, or you can ship by grade from a point where there is no inspector to a point where there is no inspector without Federal inspection. In boiling it down, the only conclusion I can see is that where you ship from a market where there is a licensed inspector to a point where there is no licensed inspector, it must be inspected under this law, if sold by grade.

The President: We certainly have appreciated the coming of these gentlemen from the Department to appear before us this morning, and feel very greatly indebted to them.

Mr. Hitchcock of Illinois read a cordial invitation to attend the Illinois Corn Show at Bloomington, Ill., October 18-28.

The President: The time has come for recess, and we will convene at 1:30 sharp.

Wednesday Afternoon Session

The session was called to order by President Metcalf at 2:00 p. m.

The President: There was carried over from this morning the report of the Committee on Arbitration. Mr. Van Ness is not present, and his report will be read by Mr. Hutchinson.

REPORT OF ARBITRATION COMMITTEE

Mr. Hutchinson: Your secretary having informed me that his report would include a detailed review of the work of the Arbitration Committee, I will limit myself to a brief statement of the work in general, which we have had to do.

Because of the war market, changes have come often and have been so pronounced that many differences which in normal times would have been booked to profit and loss, have grown to such large sums before buyer or seller completely fulfilled a contract that your committee in the end has been called upon to make final adjustments.

The cases submitted to the committee have come from all sections of the country and have involved trades made in wheat, milo maize, field corn, oats, ear corn and screenings.

Fluctuations in wheat having been the largest, more cases and larger differences have been submitted for arbitration where wheat contracts have been involved.

Causes of Arbitration.

The evidence in these various cases arbitrated show that in spite of the plain rules and regulations of the Association many dealers are very careless both in the making and the confirming of contracts.

Your committee finds that differences have been largely caused by:

1. A lack of knowledge of the terms, conditions and rules of the various markets in which trades were being made.

2. Carelessness in the wording of telegrams and the improper interpretation of their meaning.

3. Failure to exchange written confirmations of trades made by wire or phone, or where confirmations were exchanged to see that they were entirely in accordance with the terms of the trade in every detail.

4. Unnecessary delays in the handling or making disposition of shipments that had been refused.

5. Not arriving at some agreement as a basis for the settlement of disputes that arise either before or after the completion of a contract.

6. Referring to these causes in the order we have mentioned them, we respectfully present the following suggestions.

That every grain dealer familiarize himself with the rules of the Grain Dealers National Association and make his trades in accordance with those rules; or, if trading subject to the rules or conditions of some recognized market, he should acquaint himself with those rules and conditions and trade accordingly, but regardless of what rules may govern the trade, care should be used in the deciphering and interpretation of code messages and when sending a telegram to avoid the use as far as possible of such words as might convey a meaning other than that intended.

After a trade has been made by wire or phone, one should not fail to exchange written confirmations which give in detail the terms of the trade made. Neither should one consider a contract closed by merely sending a confirmation, but he should demand a confirmation from the other party to the trade and, when these confirmations have been exchanged, to see that the terms named therein agree with the original understanding.

Delay Should be Avoided.

If, for any reason, shipments have been refused and it is necessary to make an allowance or settlement, or to make other disposition, one should not delay in arriving at an adjustment or giving instructions for the disposition of the property, as prompt action will often tend to minimize the loss.

Should any dispute arise either before or after a contract has been filled and it cannot be immediately adjusted, steps should be taken at once to submit the matter to the committee for adjudication, as delays in such cases make it possible to forget or overlook important points and are often responsible for the loss of telegrams and letters which might be valuable evidence, thus making it difficult to arrive at a proper settlement of such dispute.

We believe that by following the above suggestions, it will be possible to settle many disputes without the services of the Arbitration Committee.

Just a few words about the preparation of cases presented to the committee: Some of the cases we have had, were presented in concise form and contained all the evidence needed for a quick decision by the committee, but most of them were lacking in many important points and at the same time contained much useless information.

When presenting a case for the committee's attention, one should include a copy of the original contract, an itemized statement of any loss claimed and the original or copies of all telegrams and letters that may have any bearing whatever on the subject, these



LEROY URMSTON AND C. W. URMSTON
Indianapolis and Buffalo.

documents to be in rotation or the order in which they were exchanged, as it will enable the committee to get at the facts and greatly facilitate the work of arriving at a proper decision. Be careful to exclude any wires or correspondence which have no bearing on the subject for such documents are not evidence and only serve to cause confusion and extra labor for the committee. (Applause.)

Mr. Hutchinson: I move the report be adopted. (Seconded by Mr. Green and carried.)

Mr. Green: I move that the committee to which is referred the tabulation of rules from the several markets consider the advisability of having established by all markets a Discount Committee to fix discounts on off grades, and to issue an official certificate to be sent to the shipper. (Seconded by Mr. Jones and carried.)

The President: The next is a very interesting re-



R. A. SHEETS AND G. C. JAEGER
Halling from Pittsburgh.

port, that of the Appeals Committee, Mr. Charles D. Jones, chairman.

ARBITRATION APPEALS COMMITTEE REPORT

Mr. Jones: Permit me to present the following figures covering the work of the Arbitration Appeals Committee to date:

Cases appealed during the year and presented to the Committee	10
Cases decided during the year	6
Cases withdrawn during the year	1
Cases pending	4

It is unnecessary to comment upon any case in particular as all cases have been carefully reported in *Who Is Who*, but briefly this gives you the statistical work of this committee.

This committee has now been in existence one year and has been given a trial. In my opinion, the committee was improperly provided for at the Peoria Convention last year. An Appeals Committee should have the same relation to our arbitration feature that a higher court has to a lower court in civil cases. As at present constituted, the Appeals Committee is nothing more than a review committee. In other words, it has no authority to change the decision of the Arbitration Committee, but can only affirm its opinion or remand same for further consideration. I strongly recommend and urge:

First. That the powers of this committee be enlarged at this convention, giving it the authority to reverse the Arbitration Committee.

Second. That the committee be reduced from seven to five members.

Third. That instead of pursuing the present system of passing the papers from one member to another by mail, that this committee be required to meet once every three months at some central point to be designated by the chairman and at that meeting discuss and decide such cases as are pending; the expense of such meeting, of course, to be borne by the Association.

Fourth. That the fee for appealing be raised to \$25.

Fifth. That the committee be authorized to call for additional evidence when desired.

Arbitration Decisions Important.

While this Association is doing a great work for the grain trade, looking after all questions affecting our business, it must not be overlooked that fundamentally the arbitration feature of our work is by far the most important. These arbitration decisions are used for the guidance of thousands of transactions. Private settlements are made where disputes arise without ever submitting the case to the Arbitration Committee by simply using some previous decision in a parallel case as a basis for settlement. It is therefore very important that these decisions should be given careful study and consideration, and I don't believe that it is possible for a committee to get the best results unless the members can meet and discuss with each other the vital points involved in each and every case submitted. A change of this kind must be made if the arbitration feature of our Association is to be maintained on a basis where it will command the respect and confidence of our members.

There was a time when our Association was not financially able to provide an Arbitration Committee on the basis of having it meet and render its decisions. That, however, was changed two years ago since which time the Arbitration Committee has been called together by the chairman and its decisions have been the result of discussion of the question by the members with each other. It is probably more important that the Appeals Committee be provided with the same facilities for conducting its work. Our secretary has made suggestions regarding changes in our Arbitration Committee to which you should give careful consideration and in conjunction with this report see that there is a general reconstruction of our arbitration feature. (Applause.)

(Mr. Jones then moved the adoption of the report, motion being seconded by Mr. Dorsey, and carried.)

Mr. Jones: I want to announce following this report, that on account of its coming so late in the convention, and being so important in the conduct of our work in the future, we haven't waited until this late date to provide for the proper application of these recommendations to the work, but a committee has been at work on resolutions in line with these recommendations, and I think they should report now.

The President: We might have a general discussion of the changes covering these recommendations, and then put them into writing.

Mr. Dorsey: I believe the Appeals Committee should have authority to render a case and stop it right there, as does the Supreme Court of our state. They should not only be permitted and authorized to do the things they have been doing, but should be given still more complete powers; that they should have the power to reverse or remand, or do anything else they feel should be done; that they should be able to say when the appeal comes to them: "Gentlemen, you haven't rendered this case according to the law and the evidence, and we reverse it and render it in favor of one and against the other."

Mr. Jones: I think that can easily be worded so as to cover what Mr. Dorsey has in mind.

Mr. Burns: I believe we should say that when a case

comes to the Appeals Committee, the committee "shall hear it." I think the wording has been "may rehear it."

Mr. Rumsey: The case may be submitted to the Appeals Committee, and shall be heard by the Appeals Committee.

Mr. Moore: I do not believe the appellant should pay the costs of appeal in these cases if he wins. When the case is before the Arbitration Committee, the party who wins does not pay the costs.

Mr. Dorsey: I believe Mr. Moore is right. In the Texas Association, when a case is taken up on appeal, the fee is assessed against the fellow who loses on appeal.

Mr. Riley: Rather than state specifically how those fees should be assessed, I believe it would be much better to leave it entirely to the discretion of the Appeals Committee. It might develop that John Smith had taken the appeal for other than a proper purpose, because of malice, or for delay, or some such thing, and I believe the committee, if it finds such to be the case, should be permitted to assess him the fee.

The President: I will ask Mr. McCord now to read these different sections as he has written them embodying the suggestions made.

Mr. McCord: The following is amendment to Section 6 of Article IV of the Arbitration Rules:

"The whole of this section be stricken out, and the following substituted therefor: The decisions of the national committee shall be final, unless excepted to by either party, when the case may be reviewed by a board of appeals, and affirmed, amended, reversed and rendered, or remanded for rehearing.

"This Appeals Committee shall consist of five members, selected from the directors and appointed by the president, and any decision of the committee must be signed by a majority of the members thereof.

"The appeal fee shall be \$25, which shall be assessed by the Appeals Committee, and shall go into the treasury of the Grain Dealers National Association.

"In case of all appeals, the above fee of \$25 shall be deposited with the secretary-treasurer of the Association by each appellant and appellee before the case can be considered.

"The Appeals Committee shall meet at the call of the chairman, at some point to be designated by him, at which meeting the committee shall consider and decide such cases as are properly pending before the committee.

"The expense incurred incident to the meeting of the committee shall be borne by the Association."

Mr. Green: I move it be adopted as read. (Seconded by Mr. Dorsey, and carried.)

Mr. McCord: Amendment to Constitution and By-Laws, Section 6 of Article IV: "That part which authorized the president to appoint a Committee on Arbitration, consisting of three members." Amend by substituting "six" for "three," thereby constituting two separate and distinct committees to act entirely independent of each other.

Mr. Reynolds: Is that one committee or two?

Mr. McCord: It provides for two committees of three members each.

Mr. Riley: Is a certain territory to be assigned to each committee?

Mr. McCord: No, we thought it impossible to do that until we could tell fairly definitely just what proportion of cases come from the different sections.

Mr. Riley: I move it be adopted. (Seconded by Mr. Moore, and carried.)

Mr. McCord: Amendments to the Arbitration Rules, Article I, Section 1: Change to read:

"The Committees on Arbitration shall consist of three members each."

Also add to the rules the following:

"When cases are fully prepared and ready to be assigned for hearing, the secretary shall alternate the assignments to each of the committees in such manner as will expedite the hearings."

The secretary is hereby authorized to correct the phraseology of these amendments, and also to make such changes in the verbiage of existing rules where found necessary to harmonize with and conform to these amendments.

Mr. Moore: I move its adoption. (Seconded by Mr. Dorsey, and carried.)

Mr. McCord: Amend Article III of Arbitration Rules, as follows: Add after Section 1 of said Article preceding paragraph (a) the following words:

"As between members of either the Kansas, Oklahoma or Texas affiliated associations, these rules shall not apply as to appeals, except where both parties are direct members of the Grain Dealers National Association."

Mr. Hutchinson: I move it be adopted. (Seconded by Mr. Brandeis, and carried.)

(The amendments to the Constitution were carried with 52 ayes and no nays.)

The President: We will next have the report of Committee on Crop Reports. Mr. Washer is not here, and in his absence the secretary will read his report.

REPORT OF COMMITTEE ON CROP REPORTS

Secretary Quinn: Your Committee on Crop Reports, apparently, having no definite functions to perform, has been unable to find any field for useful activity throughout the season, and we are inclined to believe, that in the absence of specific duties, your committee is largely more ornamental than useful.

There are, however, two matters, which we believe worthy of consideration. We desire to commend the action of President Griffin, of the Chicago Board of Trade, in his efforts to regulate the sensational reports that have at times emanated from certain crop experts with the palpable idea of effecting the markets. We believe that these reports, coming from reputable houses, should only be predicated upon accurate information from reliable sources by men unquestionably proficient in this line of work.

Specific Date for Issuing All Crop Reports.

We further submit this suggestion, that an effort be made by the proper officers, or committee of the Association, to have the state crop reports from the various grain producing states, all issued on some specific date in the month, to be mutually agreed upon, to the end that these reports might be analyzed and digested in relation to the whole crop producing area, thus concentrating the possible effect of these reports upon the markets for grain, and assuring greater stability of values.

Mr. Reynolds: I move the report be adopted. (Seconded by Mr. Dorsey, and carried.)

Mr. Vincent: With reference to the crop report work, the director of our Weather Bureau here has gotten



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out a map of Maryland which gives the growing days' average for about 10 years in different parts of the state. In addition to that, he has got from his correspondents in different parts of this state information and data regarding crops. The Government is willing to do this in other states, and if you have your crop improvement agent or farm management agent for every county, you can get the very best crop reports irrespective of the experts of the Chicago houses. I believe that is worth thinking about.

The President: The next will be report of Committee on Uniform Grades, Bert A. Boyd, chairman.

REPORT OF UNIFORM GRADES COMMITTEE

Mr. Boyd: Your Committee on Uniform Grades has had no formal meetings during the year. The Grain Standards Act, recently passed by Congress, has absorbed about all the attention and interest of the trade in this subject and nothing has been submitted to the committee for consideration.

Standards Situation Satisfactory.

As chairman, I have conferred, by letter, with the other members of the committee and find they are as a rule in accord with the situation in which the trade now finds itself. The question of the uniformity of grades seems to be practically solved by the enactment of the Grain Standards Act, as it provides for the promulgation of grades for all grain and the supervision of the inspection thereof by representatives of the Government, though it does not wrest from the individual markets the right to perform the service of inspecting through their regularly qualified inspectors and regularly constituted departments.

As every one knows corn grades have been promulgated and are now in general use. Slight modifications in some of the grades have been made to become ef-

fective December 1 next and doubtless fully explained by Doctor Duvel.

Standards for other grain have not yet been fixed by the Department and if the law is to become operative January 1 as to all grain, it will doubtless be necessary to accept tentative grades. In that event we hope the present uniform grades will be continued pending the final action of the Department.

Your attention is called to a document issued September 1 by the Department of Agriculture, Washington, D. C., as "Service and Regulatory Announcements No. 11," which carries the order establishing official grain standards of the United States for shelled corn.

We will not go into this matter of specific grades further as Dr. Duvel has covered the whole ground and what he says may be treated as authoritative on the subject.

I submit as a part of this report letters received from other members of the committee expressive of their views which, broadly speaking, seem to accord with the views of the trade generally. However, Mr. L. G. Graff, a member of the committee, by letter of August 19, 1916, presents his views on certain phases of the subject somewhat at variance with the others and to which your attention is invited. The letter referred to is as follows:

Letter from Mr. Graff.

"Mr. Quinn has just reminded me that it is time for our Committee on Uniform Grades to make a report, and in connection therewith I would call your attention to the fact that No. 2 Corn, Western inspection, various markets, grading under the new Government standard of 15½ per cent moisture content, is arriving here hot. I call your attention to this fact, because it was a part of my argument before the Grain Dealers National Association in Peoria that the moisture content of 15½ per cent did not assure the keeping qualities of corn and that the judgment of our inspectors at the seaboard was a safer test as to the carrying quality, and that much corn as high as 17 per cent would be preferable for export purposes to that of a content established by the Government.

"We must get down to a practical basis for handling corn, and our experience in exportation of 50 years has tended to show us that theory is good, but in shipping of grain it might not prove practical. I do not know whether you care to make mention of this in your annual report or not, but thought I would impart the facts to you, the chairman of our committee."

Mr. J. P. Griffin, president of the Chicago Board of Trade, submits his views concerning the recent change in the standards of corn grades as follows:

Letter from Mr. Griffin.

"Responding to your favor of the 9th inst., this Association has a most emphatic protest to file against the recent change in the standards of corn grades promulgated by the Agricultural Department. So far as the Grain Standards Act is concerned it meets with the approval of this Association, and I think of the grain trade of the United States generally. However, we must impress upon the Agricultural Department the necessity of consulting the interests of the grain trade of the United States before making any arbitrary change in the standards of the different grains. More than this it is but simple justice and we should demand that no change be made at any time without setting a date forward so as to not conflict with the existing contracts.

"No doubt you are familiar with Circular No. 11, Service and Regulatory Announcements of the Department of Agriculture, Office of Markets and Rural Organization, which is the subject matter referred to above."

In submitting the contents of the above letters, we have in mind only the desire to bring to your attention all that has been submitted to the committee and trust that careful consideration will be given to the suggestions.

Recommendations.

For many years this Association vigorously and successfully resisted the efforts by certain representatives in Congress and others to fasten upon the trade what was termed "Federal Inspection," and now that the trade has succeeded in getting the Government into partnership with it in the matter of grain grades and the inspection thereof, we should, and I have no doubt will, do everything possible to facilitate the work and improve the service or at least assist in the accomplishment of the uniformity of grades and the administration thereof, so much to be desired by the producers, consumers and those that have to do with the marketing of farm products.

During the ensuing year, while the matter of grain inspection under the new law is, or will be, more or less experimental, it might be valuable for each market to report at least once a month to the secretary, or a committee for official publication, the progress and recommendations, if any, to which such markets might wish to give publicity, for the benefit of the entire trade. The purpose of this is to acquaint the trade as rapidly as possible with the subject and the progress being made in the different markets. One of the principal arguments in favor of the Government control of the question of inspection and grades has been that "uniformity" both in the grades and in the adminis-

tration thereof, in all the markets of the country, was a necessity, hence the value of official publicity by the secretary or otherwise as above suggested.

It has also been suggested that some regularly constituted and representative committee should be created and charged with the duty of receiving recommendations from the different markets, associations, etc., concerning possible changes in the grades, rules and the administration of same, for the purpose of considering and presenting them to the Department, to the end that hasty and illy-matured recommendations will not be submitted to the Department as recommendations from the trade.

If in the wisdom of this convention such a committee is deemed advisable, it should be broadly representative and composed of at least 5 members, for instance one chosen by this Association, one by the Council of Grain Exchanges, one by the Millers National Federation, one by the Advisory Committee of this Association (which committee is composed of the secretaries of affiliated associations) and one by the National Association of Farmer Elevators. A committee thus created would be so well balanced as to the different branches of the trade, that it could be said to be truly representative, and one that should command the confidence of the Department at Washington and those that have to do with the administration of the law in question.

(The adoption of this report was moved by Mr. Boyd, seconded by Mr. Vincent, and carried.)

Secretary Quinn: The chairman of the Committee on Natural Shrinkage is Mr. Jones of Baltimore, who is with his regiment in Texas. Some time ago when this matter came up, we took it up with the Council of Grain Exchanges, and we placed the matter in the hands of Mr. Bowman, chairman of the Transportation Committee, because he was thoroughly familiar with it, and he is an expert on traffic matters. In view of the absence of Col. Jones in Texas, his committee has practically done nothing all year, and has no report to offer at this time.

The President: The next will be the report of the Committee on Demurrage, Mr. Benzaquin, chairman.

REPORT OF DEMURRAGE COMMITTEE

Mr. Benzaquin: In order that members of this Association may have a thorough insight into the demurrage question, the Committee on Demurrage feels that it may be profitable and proper to outline the conditions out of which the present National Code of Demurrage Rules grew.

Prior to 1910 the demurrage rules varied in different sections of the country. Various state commissions had prescribed rules to cover local conditions, and there was no uniform rule until the question of demurrage was taken up by the Interstate Commerce Commission, the railroads and the shippers. There were hearings before the Commission and conferences between shippers and railroads; as a result, the National Code of Demurrage rules was framed and tentatively approved by the Interstate Commerce Commission.

The situation in New England was somewhat different from that in other sections of the country, in that east of the Hudson River four days' free time was allowed for unloading and loading all classes of freight with the exception of cotton, on which was allowed a much greater time.

Referred to National Industrial Traffic League.

At the time that the Interstate Commerce Commission gave its tentative approval to the National Code, it suggested to the railroads and to the shippers, that all changes in the Code that might afterwards be found necessary, should first be taken up with the Demurrage Committee of the National Industrial Traffic League and the Committee on Relations of the American Railway Association, and when these committees had reached an agreement, they should go to the Commission with their recommendations for its approval of any suggested change. Or in the event of those committees failing to agree, they should refer the matter to the Commission for settlement. This plan has been followed since 1912 and the National Code has been generally applicable throughout the country without deviation on the part of any of the carriers excepting one of the New England roads.

Last winter, as members of this Association well know, conditions along the Eastern Seaboard were very unsatisfactory on account of large accumulation of cars with freight for export and local consumption consisting largely of war supplies and allied manufactures. As a result, numerous embargoes were issued and there was great delay in getting freight, which caused not only great inconvenience but actual losses in some cases.

The carriers in New England were short of motive power and the flood of business that followed the storm early in December, 1915, resulted in congestion that was not overcome until well into the summer of 1916. Of course, there were other causes, as storm followed upon storm, and climatic conditions were probably as bad as in any year of the recent past.

Emergency Demurrage Charges.

The New Haven road claimed that many consignees were failing to unload their cars, and as a result a special demurrage charge of \$5 per car per day was imposed after the expiration of the fifth day from the time the cars were placed. They claim that notwithstanding the imposition of this charge, many cars were delayed beyond the fifth day. We, however, have been unable to get any data that would indicate to what extent this charge was collected, or whether the charge in fact resulted in greater car efficiency. The \$5 charge was subsequently continued until September 29 of this year, when it will expire by limitation.

In the meantime, the New Haven road, departing from the agreement made with the Interstate Commerce Commission and the National Industrial Traffic League, published a rule known as Demurrage Rule No. 5; Paragraph C. Rule No. 5 had previously had only



FIRST VICE-PRESIDENT T. G. MOORE

two sections. The added section published by the New Haven road provided in substance that where a consignee had a car on demurrage at destination, the free time on all other cars for that same consignee would commence to run as soon as those cars had reached the New Haven rails. This rule would have had the effect of materially reducing the free time on a very large number of cars and in many instances would have resulted in demurrage accruing before the cars reached destination and before they could possibly be unloaded by the consignee. The receivers in New England who would have been penalized by this rule believed it to be obviously unfair, and applied to the Interstate Commerce Commission for its suspension. The rule was suspended and a hearing was held in Boston on September 20 by one of the Interstate Commerce Commission examiners. The New Haven road entered no appearance at this hearing, but the receivers went on the stand and pointed out that the rule in question had been considered by demurrage officers and found to be impossible of enforcement; that it could not be applied without discrimination.

The chief ground for objection was that this New England road had violated its agreement with the shippers in departing from the National Code, and that if allowed to be made effective by this line other carriers would immediately adopt it.

In the meantime, the railroads throughout the country had, through various channels, indicated that it was their intention to increase materially the demurrage charges and to make drastic changes in the demurrage rules, and a hearing was held before the full board of the Interstate Commerce Commission in

Washington early in March of this year, at which the presidents of the trunk lines and New England railroads appeared and endeavored to convince the Commission that the demurrage charge ought to be made \$5 per car per day instead of \$1 per car per day, and that certain of the rules ought to be amended so as materially to restrict some of the benefits which consignees now enjoy under the National Code.

New England was well represented at this hearing and strenuously opposed such action by the carriers and pointed out to the Commission that many of the difficulties under which the railroads were laboring were caused by the railroads' own inefficiency, and that the increase in the demurrage rate was not the proper remedy. While this meeting was in session in Washington, the Demurrage Committee of the National Industrial Traffic League was in conference with a committee of the American Railway Association, and agreed that the demurrage charge should be increased after the fifth day from \$1 per car per day to \$2 per car per day, but no other change should be made, and that this increase should expire by limitation on June 15, 1916.

This received the tentative approval of the Commission, but did not satisfy the railroads and they subsequently took the matter up with the National Industrial Traffic League and on July 14 submitted to the League for its approval a charge of \$1 per car per day for the first three days after the expiration of free time; for the next three days \$3 per car per day, and for each succeeding day \$5 per car per day with a further proposition to charge demurrage for cars held for reconsignment from \$1 to \$3 per day after the expiration of 72 hours. The proposition of the railroads also provided that under the average agreement, no charges in excess of \$1 per day could be offset by credits earned by prompt unloading of other cars.

The National Industrial Traffic League would not approve these changes and they made a counter-proposition to the carriers that they do something among themselves to assist in relieving the car congestion and to insure prompt handling of equipment after it was unloaded, it being found that in many cases during the period referred to, railroads instead of promptly returning empty cars to their connections, allowed them to remain for weeks at a time on side tracks where they were unloaded, notwithstanding the fact that railroads in the west were seriously inconvenienced by the failure of the Eastern roads to return equipment.

The League suggested that the railroads increase per diem charge from 45 cents to \$1 per car per day. This per diem is the charge made by one railroad against another for the rental of its equipment. The league found that this change would result in each railroad getting foreign cars off its line with a minimum delay. The League's second suggestion was that during the periods of car shortage, the rule of the carriers that freight cars can only be loaded in the direction of their home routing be eliminated. The League's third suggestion was that the

carriers during such periods, enter into a "pooling" agreement of ordinary box cars, as this would unquestionably result in very much better service.

Reply of Carriers to League's Proposition.

It was the unanimous opinion of the League's committee that the adoption of these plans would tend to a movement of cars that would accomplish what the railroads desired without any drastic increase in the demurrage rates. This proposition of the League was taken under consideration by the Railway Association, but at a subsequent meeting held in Detroit carriers stated that they had not seriously considered the League's plan. They expressed their regret that the League had not seen fit to accept their "most liberal suggestion," and informed the League that they would revise the National Code so that the demurrage charge for the first day after the expiration of free time, would be \$2; for the second day \$3, and for the third day \$4; the fourth day and thereafter \$5 per car per day. They would also change the average agreement so that only debits accruing the first three (instead of five days as at present) could be offset by credits. Third, that the weather rule would be abolished in connection with the straight plan of demurrage. The railroads were informed by the League that it would oppose such a tariff and the entire matter would be taken to the Interstate Commerce Commission with a request that the whole subject of demurrage be opened up for discussion.

The shippers and receivers of New England who are members of the Boston Chamber of Commerce have taken the stand that, before any change is made in the National Code, the whole subject should be inves-

tigated by the Interstate Commerce Commission with a view, first, of ascertaining what rates are proper for cars detained beyond 48 hours, and secondly, if it is found that any charge greater than \$1 per car per day is warranted, that the Commission also prescribe rules that will result in an abatement of demurrage charges whenever such charges accrue as a direct result of railroad operating inefficiently, and, thirdly, that demurrage rules cannot properly be administered by demurrage officers of the railroad, as they are biased and act as judge, jury and prosecuting attorney in their own cases, and therefore that if any changes are to be made, the demurrage tariffs should be administered by an impartial demurrage commissioner in the same manner as they are administered in the state of California.

The California Way.

The members of this Association will undoubtedly recall that in California there is a straight demurrage charge of \$3 per car per day, but the administration of the demurrage rules in that state has been taken out of the hands of the railroad officers and given to a demurrage commissioner to whom every question relative to car demurrage is referred for adjudication. As a result of the manner in which the rules are administered in California the delay beyond the free time is almost negligible.

It is the opinion of your committee that a large part of the demurrage collected by the railroad in Eastern territory during the last year has resulted from the railroads bunching cars. Instances have been called to the attention of this committee where consignees operating under the average agreement (under this agreement they are not entitled to any relief from the bunching rule), where as many as a trainload of cars have been dumped on one consignee in one day when that consignee had a side-track capacity for only five cars in and five cars out each day. This consignee had ordered his goods shipped in quantities that could be easily taken care of under normal conditions. The railroad, however, held back his shipments until they had accumulated in such a quantity that he was physically unable to handle them, and the carriers cited this particular instance as one in which consignees in New England abused the railroad equipment.

Your committee believes that all consignees are to some extent more or less liable for car detention, but your committee is of the opinion that the greater part of the trouble is with the carriers themselves, and that a very great improvement would result if the railroads would devise some method of handling freight with a reasonable degree of promptness, as this would enable consignees to count upon a regular movement and in that way they would not be compelled to order more goods than they actually needed in order to insure at least some part of their purchases being received.

Merchants cannot be blamed for taking precautions necessary to insure a prompt supply of grain and feed. Many of these merchants are under contract to supply regularly a certain amount of goods in which they deal. They know that the movement by the railroad is irregular and that there are no freight schedules on which they can depend.

The railroads continually complain that consignees buy more goods than they can take care of, and yet they are unwilling or unable to devise some method of handling shipments that are offered to them in a manner that will enable consignees to tell approximately when the goods will be received.

Many other instances of railroad inefficiency could be cited, but your committee believes these are sufficient to illustrate the necessity for a thorough investigation in the event of any change in the demurrage rules being attempted.

Value of Traffic League Membership.

This organization has a membership in the National Industrial Traffic League and that organization is equipped to look after the demurrage question much better than this Association. The committee recommends that this organization keep in close touch with the National Industrial Traffic League through its membership in that organization, and if a general investigation on the demurrage question is undertaken by the Interstate Commerce Commission, that this organization co-operate with the League and render the necessary assistance in procuring witnesses who will illustrate the necessity for the establishment of such demurrage rules and regulations as will penalize shippers and consignees who improperly detain rail equipment while relieving consignees from demurrage charges which accrue because of railroad operating inefficiency.

Mr. Hutchinson: I move the adoption of the report.

(This motion was seconded by Mr. Green, and carried.)

Secretary Quinn: The chairman of the Hay and Grain Committee is not present, nor has he sent in his report.

The President: Under unfinished business we will take up the report of the special committees. The first will be the Auditing Committee's report; Mr. Green will read it.

REPORT OF AUDITING COMMITTEE

Mr. Green: We, the Auditing Committee, appointed by President Metcalf of the Grain Dealers National Association, have this day examined the books and vouchers of Secretary-Treasurer Quinn and find them to be correct as submitted by him to the Association in his annual report. We desire to heartily commend the system of bookkeeping as in force, as it enables your Auditing Committees to check the work very accurately and thoroughly in very short time.

Mr. Green: I never saw a system more easily checked than that used by the present secretary. (Applause.) I move the adoption of the report. (Seconded by Mr. Vincent, and carried.)

The President: The next will be the report of the Committee on Resolutions, Mr. Eikenberry, chairman.



SECOND VICE-PRESIDENT JOHN D. BAKER

Mr. Eikenberry: For the first time in many years, the duties of the Committee on Resolutions are almost perfunctory.

REPORT OF RESOLUTIONS COMMITTEE

Judge Clements' Position Endorsed.

Resolved, that it is the sense of this convention that the principle announced by Judge Clements yesterday to the effect that all facilities and instrumentalities necessarily involved in the operation of railroads and other public service institutions, including both labor and capital, are and should be impressed with the same character and responsibility, viz.: That of performing public service honestly, faithfully and efficiently, and that in all legislative enactment there should be complete recognition of that principle, clearly and effectively expressed and applied.

Clauses of Bills of Lading.

Whereas, the Interstate Commerce Commission has had committed to it by Congress the form and substance of the bill of lading; and,

Whereas, the Interstate Commerce Commission in view of the so-called Cummings Amendment and other things has during the past few months held extensive hearings throughout the country during which both carriers and shippers were heard in relation to what should be the form and substance of a bill of lading under the law; now, therefore, be it

Resolved by this Convention, that the written or printed matter either on the front or on the back of a bill of lading should contain no clause, sentence or word that will in any sense limit or minimize the liability of the carriers under the law; and further

Resolved, that the secretary is hereby instructed to forward copies of this resolution to each member of the Interstate Commerce Commission to Washington, D. C.

Co-operation on Grain Standards.

Whereas, in their deliberations incident to the correct determination of official standards for corn and in the promulgation of said standards, the Department of Agriculture through its Bureau, whose duty it has been to fix such standards, has repeatedly conferred with this Association and its members, and

Whereas, in the present work of formulating rules and regulations for the administration of the law passed by the last Congress and commonly known as the Grain Standards Act, the Department is again utilizing the aid and knowledge of the interests affected by the above named Act to the end that its operation may be as effective as possible and that the said rules and regulations may be subject to a minimum of future revision.

Therefore, be it resolved, that the Grain Dealers National Association hereby expresses its profound appreciation of this attitude on the part of the Federal officials which we hope is indicative of a fixed policy on their part of allowing the trade to co-operate in constructive administrative affairs relating to the traffic in grain in interstate and foreign commerce and that we pledge our best efforts to so co-operate with the Department of Agriculture and to so respond to all requests for information and advice that all statutes affecting the interests represented by this Association may prove in their practical operation a maximum of benefit to the trade at large as well as a lasting credit to the officials having in charge their administration.

Thanks to Judge Clements.

Whereas, the appearance before this convention of Judge J. C. Clements of the Interstate Commerce Commission conveys a realization on the part of this Commission of the vital interest of the grain trade in transportation and transportation problems; therefore, be it

Resolved, that the thanks of this Association be extended Judge Clements for the sacrifice of time and inconvenience involved in appearing before this convention and delivering an address so profound in principles enunciated and so interesting in character.

To President Wilson.

Whereas, Hon. Woodrow Wilson, President of the United States, by his consenting to address the members of this convention and through them the entire business interests of the country, has conferred on this Association a signal honor; therefore, be it

Resolved, that the secretary of this Association be authorized to convey to the Chief Executive an expression of our high appreciation of his scholarly and dignified address and such respectful expressions of good will as are at all times and on all occasions the honorable duty of patriotism and regard for his high office.

Appreciation to Baltimore.

Whereas, the members of this Association in attendance on this convention have been the recipients of entertainment so extended and so varied

that we are amazed to consider that not the least detail has been omitted nor overlooked; the distinctive pleasures afforded by the city of Baltimore and the state of Maryland have been interwoven with the business of the convention in proportions that were dictated by judgment and good taste and our members shall return to their homes with precious memories of their stay in Baltimore and its gracious hospitality; therefore, be it

Resolved, that we extend our sincere thanks and an expression of our high appreciation to every individual and to each of the several committees having a part in the arrangement for this convention and in the entertainment of its members, and that we especially remember with gratitude the personal activities of Charles England, an ex-president of this Association, the assiduous labors of all other local committee chairmen and their associates; as well as the ladies of Baltimore who have succeeded so gracefully in the entertainment of the ladies accompanying our members; and to the management of the Emerson Hotel for the courtesy extended in its provision of facilities for the conduct of the deliberations of the convention.

Mr. Eikenberry: I move the adoption of the report, and suggest a rising vote as to Resolutions 5 and 6. (Seconded by Mr. Moore, and carried; Resolutions 5 and 6 by unanimous rising vote amid applause.)

The President: We will now have the invitations extended to us by the various cities who are asking for the 1917 convention.

(Mr. Baker, Mr. Burns and Mr. Haynes, in very pleasing addresses, presented the claims of Jackson-

ville, Fla., Buffalo, N. Y., and Galveston, Texas, respectively.)

The President: This matter will be referred to the Board of Directors for decision. We will now have the report of the Committee on Nominations, Mr. Chas. D. Jones, chairman.

NOMINATION OF OFFICERS

Mr. Jones: Your Nominating Committee desires to submit the following report:

PRESIDENT, E. C. Eikenberry, Camden, Ohio.

FIRST VICE-PRESIDENT, T. G. Moore, Fort Worth, Texas.

SECOND VICE-PRESIDENT, John D. Baker, Jacksonville, Fla.

EXECUTIVE COMMITTEE: J. W. McCord, Columbus, Ohio; T. A. Morrison, Kokomo, Ind.; H. I. Baldwin, Decatur, Ill.; J. H. Cofer, Norfolk, Va.; Lee G. Metcalf, Illiopolis, Ill.; E. C. Eikenberry, Camden, Ohio; Charles Quinn, Toledo, Ohio.

DIRECTORS: J. W. McCord, Columbus, Ohio; H. I. Baldwin, Decatur, Ill.; T. A. Morrison, Kokomo, Ind.; J. J. Stream, Chicago, Ill.; Harry Burns, Buffalo, N. Y.; D. J. Donohue, Ponca City, Okla.; A. L. Scott, Pittsburg, Kan.; S. W. Wilder, Cedar Rapids, Iowa; E. W. Crouch, McGregor, Texas.

The President: Are there any nominations to be made from the floor of the convention?

Mr. Dorsey: I move the nominations be closed. (Seconded by Mr. Hutchinson, and carried.)

Mr. Dorsey: I now move that the secretary be instructed to cast the ballot of the Association for the nominees as read by the chairman of the committee. (Seconded by Mr. Brandeis, and carried; secretary cast the ballot.) (Applause.)

INSTALLATION OF OFFICERS

The President: Gentlemen, it is my pleasure to present to you Mr. E. C. Eikenberry, your next president, and all I ask of you to do is to be just as considerate and just as helpful to Mr. Eikenberry as you have been to me, and if you are, and I do not doubt that you will be, Mr. Eikenberry will never have any cause to complain. (Applause.)

Mr. Eikenberry: This is certainly an honor for which I haven't words adequate to express my thanks. I want to assure you that I appreciate, and I trust that I also appreciate fully the measure of responsibility the assumption of this office entails. The trepidation with which I assume this office is emphasized and intensified by the record of my predecessor, and I cannot, in view of the record he has made during his administration of the past two years, hope to maintain, much less to surpass, it. The Grain Dealers National Association has grown under his guidance, as well as under the guidance of his able predecessors, to be one of the most efficient trade organizations in this country.

Two things have contributed more than anything else to this desirable result. The first is the spirit of the individual members composing this organization. The president in his remarks a few moments ago called attention emphatically to this very spirit of which I speak, the spirit of the members of the Association in co-operating with its officials to the fullest extent. The Association contains within itself men of ability, able to cope with and handle any questions that may come to it or them, and it has always been the record of this Association that a call for any special ability was met by the response of the individual possessed of the peculiar ability to take care of the work to be done. I solicit and trust that I may have this splendid co-operation during the next year.

The second thing that has made a great commercial body out of the Grain Dealers Association is the fact that it has some definite purpose. This Association never attained its present proportions until it adopted definite policies. These policies must necessarily be policies that redound to the general good of the trade, as well as policies that are founded on motives and impulses that originate from the right ideals. If this Association is to maintain this high standard, care must be taken to maintain the purity of the motives and ideals that actuate and prompt the Association in its future activities and its relations with other bodies and organizations with which it must necessarily work and come in contact. Our influence depends on that, on the keeping of our motives worthy, on the earnestness and sincerity with which we approach our tasks. We can keep this Association alive and vigorous by giving it live and vigorous exercise, and only by the pursuit of ends that are worthy and adequately represent the consensus of the opinions of the various interests that make up the National Association.

We must have a membership that will convey to those with whom we come in contact the knowledge that we do in numbers represent the grain trade of the United States; and then again we must have that other and higher qualification of which I have spoken, the ideals, the motives that prove we have the sanction of the interests and of the trades and of the large business we represent, so that we may speak with authority and under that authority.

These are the things that will keep us in high standing and in high favor with the commercial world. I again wish to express my thanks to the members of the Association for the honor of being elected to the

presidency, and to again pledge my very best efforts to the maintenance and furtherance of its highest ideals. I thank you. (Applause.)

President Eikenberry (assuming chair): I now introduce the representative of that great southern half of the United States, Mr. Moore of Fort Worth. (Applause.)

Mr. Moore: I do not know the motive actuating the Nominating Committee in naming me first vice-president. If it was to confer on me some honor in recognition for the little work I have done in the last two membership contests, I will assure them they owe me absolutely nothing. The work I did I thoroughly enjoyed; I did not do it with the hope of reward, but because I enjoyed it. On the other hand, if they presented my name in order to make use of any talents I possess, I shall freely give of those small talents and do the best I can for the upbuilding of this organiza-



E. M. WAYNE LEAVES FOR ANNAPOLIS

tion. The officers of this Association, alone and unaided by the membership and without your co-operation, will be able to accomplish very little. The most they can do is to point out to you the way for you to help yourselves. I am certain they will do that, and the balance devolves upon you. If you will co-operate with the officers and do the things they suggest, I believe we will be able to make a record this year that we will not have to apologize for at the next annual meeting. I thank you, gentlemen, for the honor you have conferred upon me. (Applause.)

President Eikenberry: Gentlemen, Mr. Baker of Florida, our new second vice-president. (Applause.)

Mr. Baker: This is indeed a great surprise to me. It is an honor I was not expecting, and one I appreciate exceedingly. I am ashamed to say that this is the first convention of the Association I have ever attended, although I have been on the Board of Directors for several years, and I want to say that I have never in my life met a higher type of gentlemen than I have met upon this occasion. I am proud to feel that I am a member of such an organization. It will be my pleasure to serve you in the capacity where you have placed me to the very best of my ability, and whenever the president calls upon me to perform a duty, if it be within my power you can depend upon it that it will

be performed with all the energy I possess. I thank you, gentlemen. (Applause.)

AWARD OF BOOSTER PRIZES

President Eikenberry: I shall now call before the bar of claims and awards one T. G. Moore of Texas.

Mr. McCord: Brother Moore, you are a booster among boosters, a booster at the head of all boosters. (Applause.) We find that in the last two years you have brought in 48 applications for membership in this Association, 23 this year and 25 last. We are sorry that you did not bring in 25 or 26 this year, but we know you did your best, and that you have exceeded the next highest booster by six. So I now have the pleasure of presenting to you this beautiful traveling bag and the things that are inside of it, and I hope that you may derive much pleasure, comfort and safety to yourself and your wearing apparel by the use of this beautiful bag (Laughter and applause) and thank you on behalf of the Association for the loyal and effective work you have done.

Mr. Moore: I appreciate the very generous words of Brother McCord. It is possible I have injected some enthusiasm and energy in the work I have done in these contests. That work was very pleasant to me. But the real work that has been done in these membership contests has been done by the hundreds of boosters throughout the United States who day after day and month after month have written their daily booster letters and forwarded those letters to the dealers in my territory, a new field that has not been worked like the balance of the United States. The fact is that these boosters have broken the soil and planted the seeds, and I have just simply assisted in the harvest.

Another help we have had in the Southwest has been the annual visits of the president and secretary of this Association to the meetings of the southwestern state associations, the Oklahoma Association and the Texas Association. They have laid the work of this organization before our dealers, and have made them realize that this organization is doing a work that is a benefit to the entire trade of the United States and that there is no sectionalism in the organization, and our people have come to realize that the Grain Dealers National Association is not so far away from them as they once thought it was. The result has been that during the last two years the membership of this Association has increased in the states of Texas and Oklahoma to the extent of 95 direct members, and these two state associations have been affiliated with the National Association with a membership of about 600. And to the president and secretary and to the boosters who have written these daily letters is the credit due. I thank you, gentlemen, for this beautiful traveling bag you have presented to me. It will be a very great convenience to me, and will frequently remind me of associations that will always remain very dear to me. I want to refer particularly to my association with the retiring president. It has been a great pleasure to me to co-operate with him and to do what I could toward the upbuilding of this organization and toward the success of his administration. I thank you. (Applause.)

President Eikenberry: Modesty is one of the characteristics of Mr. Moore. He has deprecated to a certain extent his labors in the Southwest in behalf of our Association, but I believe the half has never been told of the benefits the Association has derived from his labors there, nor have we computed the half of what the Association owes him for his efforts in its behalf.

The second prize in the membership contest goes to Harry Williams of Nashville, Tennessee, who is ill and unable to be present at this convention; and the third prize to Herman Schmidt of Cleveland, Ohio. In their absence, the secretary will see that their prizes are sent to them with the best wishes of the Association and its thanks for their splendid work. (Applause.)

A TRIBUTE TO LEE G. METCALF

Mr. Jones: At this time I should like to break into the program for a moment, to do something at the request of the entire membership of this Association who have been present at this convention in the way of expressing our appreciation of the magnificent work of one of our members.

There comes a time in every man's life when one opportunity is perhaps the best opportunity that he ever has. In all my associations with my fellowmen it has never been my lot to appreciate more highly anything than your asking me to do what you have requested of me this afternoon. Our retiring president has been to this Association and to each and every one of us as individual members a helper and a worker for love such as this Association has never experienced before; his accomplishments have certainly been beyond the expectations of any individual member. A few years ago the prediction that such a man would rise up in our midst and perform for us the service that he has in the last two years would have been hooted. What he has done has been given to you statistically, even if you did not know individually of those many things. But a great many of you do not know the personal sacrifices he has had to make in order to do for you what he has. Many of you do not know probably that the last few months of his service to you have been among the busiest of his entire connection with the Association, and yet during these busy

months he never faltered, notwithstanding the fact that when he was looking after your interests his wife lay sick in bed. Many of you do not know, and probably will never realize, the personal sacrifices in the way of time from his own business affairs that he has necessarily had to make.

Now why has he done all this? Because he has great love for and interest in the work of this Association. A man broad of shoulder by nature, with a large heart given him by his Creator, he has realized to a greater extent, in my opinion, than any other officer we have ever had what his duty meant in the office that he shouldered two years ago. (Applause.) The members of this Association will live forever in a debt of gratitude to this fellow member. It will be an unliquidated debt, because there will probably never be a time when any one of us will be able to do for him what he has done for us. There is probably no other man in the Association who stands as deep in the affections of every individual member as does our retiring president, and, Brother Metcalf, I have here to present to you as a simple token of esteem and appreciation from practically the entire membership of this Association this box of silver, with the assurance that while you are retiring from office, you will never retire from our affections. May this be a constant reminder to you that you have as many loyal friends in this Association as its membership embraces. (Applause.)

Mr. Metcalf: Brother Jones and friends, I am deeply moved by this expression of your kindness, and I hardly know how to find words to express my gratefulness to you for remembering me in this manner. Brother Jones has said some very nice things about me. I have often said that our friends usually overestimate us and our enemies equally underestimate us, and I believe that Brother Jones is a personal friend of mine, and that he has overestimated me and my ability and what I have done for the Association. It is true that my relations with you have brought me many pleasant memories. During the last summer when I had so much personal anxiety it was a solace and a comfort that I received telegrams from organizations in the grain business and from my friends in the grain trade, and I shall never forget you for that.

I don't know what I can say to you to express my feelings. I just want to say something about the Association's future. I must get away from the personal part of this. The statement has been made that the Grain Dealers National Association perhaps has reached the crest of its greatness. I trust there isn't an individual member in this Association holds to that belief. My friends, this Association has today a great opening, widening field of usefulness, the like of which has never been presented to any similar and kindred organization. We are just getting in a position where we can serve the people of this great country. We have attained that position of eminence and that position of trust, if you please, and confidence of the citizenship of this country, that is going to make it possible for us to do greater things. I have been told by some of my friends that I am visionary about the future of this organization, that I am an idealist as concerns the future perpetuity and usefulness of this organization. I think I am not. I see in a vision before me, as I said before, a field of usefulness, if we will but stick to the great principles of equity and truth and individual consideration. I tell you that the work of this Association has just begun. And I am going to say something else while it is on my mind, and that is, with Brother Eikenberry as president of our Association, with the ability that he has and the loyalty that he will give you in service, if you will give him the same assistance and co-operation and help that you gave me, the last two years of my administration will not be comparable to the two years just before us.

Now, my friends, I am obsessed with the greatness of this institution. We have been recognized at this convention in a way that makes it positively certain that we have a prestige unquestioned, when the President of the United States would agree to come and discuss business propositions with us. Can it enter your mind for one moment that he was not advised of what we were doing, and that he was not advised of the clean and honest factors that entered into the operations of this institution? (Applause.) You know that he was advised, and if he had not been convinced of the purity of our intentions and business, he would never have consented to come and address this convention.

And so, my friends, with this impetus, and with the great opportunity lying ahead of us, an opportunity of service, this grand institution of business men can go higher and higher, and its accomplishments in the past, as I have said, will not be comparable with its accomplishments in the future.

There is one thing I would like to impress upon you. I wish you could get instilled within your hearts and consciences as business men, the great spirit of fraternalism. I would like to see this institution some time called the Grain Dealers National Brotherhood. (Applause.) You can say what you please, and you may call me a visionary if you wish, but I tell you the closer you stick, as individuals and as an association, to the great principles of fraternalism, which mean the consideration of each individual's rights, the more positive you are of future success and greater accomplishments. (Applause.)

I have been deeply moved, and had to get away from the personal part of this. As I say, when I was in

trouble, when the days and nights were almost interminable, telegrams came to me from grain men's associations, letters came to me from men in the grain trade, and I want to repeat that they were indeed a solace and a comfort, and I appreciate what you have done for me, and I hope that God will smile upon this great Association, and that it can go on doing good and serving the people of the greatest country on earth. (Applause.)

Mr. Brandeis: I want to say one word of comfort and of encouragement to the Association. There seems to be an unwritten law in this Association that any man to be president must come from a state that borders on Kentucky. Illinois has furnished us Mr. Metcalf, Mr. Wayne and Mr. Baxter, and Indiana, McCray and Reynolds; Ohio, Goemann, and now the best man we have ever had. Tennessee gave us the finest fellow in the world in the shape of Charley Jones, and I just wanted to say to this Association, so that they may not be embarrassed geographically in the future, that a bill will be introduced in both houses of Congress next winter to annex to the state of Kentucky the natural additions which belong to her, Tennessee and Arkansas, and then you can go where you want to, to get your next president. (Laughter.)

The President: Mr. Legg has a little word he wants to give us at this time.

Mr. Legg: The Pennsylvania Railroad, as you know, some time ago lost one of its elevators by fire. I have just learned that they have placed on file with the Traffic Department of the Chamber of Commerce plans for an export elevator which when consummated will give Baltimore an additional capacity of 5,000,000 bushels. This, with the Western Maryland's new elevator and the Baltimore & Ohio facilities, will give Baltimore a total capacity of between 9,000,000 and 10,000,000 bushels storage capacity.

President Eikenberry: If there is no further business, I will entertain a motion to adjourn.

Mr. Dorsey: I move we adjourn. (Seconded by Mr. Hutchinson, and carried.)

Baltimore Briefs

The total registered attendance of the convention was 836.

The view from the roof garden of the Emerson Hotel, where the sessions were held, elicited much comment.

The little chicken hatched from the egg at the vaudeville performance sang of loneliness quite needlessly.

What President Metcalf might have said on greeting President Wilson: "I address you, sir, as one president to another."

Strange to say, H. B. Dorsey didn't have much to say about Texas. Perhaps he thought that this year everybody admitted it.

The exhibition drill by the Naval Cadets was an inspiration to patriotism and was much appreciated. It made a considerable hit with the ladies.

The convention could almost have been resumed in New York the day following its close, so many of the Western delegates returned home that way.

The vaudeville show at the Academy of Music on Monday evening included neither a bicycle rider nor trained animals. Can higher praise be bestowed?

Mr. and Mrs. W. H. Kaiser visited a number of Eastern Coast cities, including New York, Norfolk, Richmond and Washington, before their return to Chicago.

The Chicago Special and numerous parties from as far west as Kansas arrived on Sunday so that the first session on Monday morning saw most of the delegates in their places.

The *Baltimore Book*, published by the municipality in honor of the convention, was a work of art as well as a valuable guide and source of information for the delegates.

State secretaries who attended were: H. B. Dorsey, Texas; J. W. McCord, Ohio; E. B. Hitchcock, Illinois; C. B. Riley, Indiana; E. J. Smiley, Kansas; Geo. A. Wells, Iowa.

The first two prize winners in the booster contest were the recipients of handsome black leather traveling bags furnished with complete toilet sets. A diamond pin was the third prize. But, as Mr. Moore so well said, it is the honor and inspiration

of unselfish service that makes the effort worth while.

Mrs. Willis F. Shelden reported that Mr. Shelden has come through two severe operations successfully and was on the high road to recovery, though not yet well enough to travel.

On Monday evening the Buffalo delegation entertained the directors of the Association at an elaborate dinner. If Buffalo overlooked anything in the boosting game it was not noticed.

Nearly every market was represented by a greater or less number of its leading grain men. Chicago sent the largest delegation with eight Pullmans and numbering more than a hundred people.

The ladies were unanimous in the praise of the entertainment afforded them. The drive to the Baltimore Country Club was particularly enjoyed and very nice things were said about the Club itself.

The illness on Wednesday of C. C. Miles was regretted as he was very generally missed from the convention hall. He was well enough to proceed on his way home by way of Philadelphia on Thursday.

Secretary Riley of Indiana boasted that besides a large delegation of Indiana dealers he brought with him the president of the Indiana Grain Dealers Association, the vice-president and two directors.

It is too bad that the senate chamber of the State House at Annapolis was not large enough so that all the delegates might have heard the splendid address of Governor Harrington on Tuesday afternoon.

Seth Catlin, the erudite inspector from Boston, went to Baltimore via New York, but notwithstanding some delays at the New York Produce Exchange arrived in Baltimore for the opening of the convention.

After a convention session and evening entertainment it seemed pretty strenuous to get up at six the following morning for a game of golf. But Frank A. Witt put it across and said it was worth the effort.

The presentation of the chest of silver to retiring President Metcalf was one of the pleasantest and at the same time most affecting incidents of the meeting. Tears were in many eyes with no effort of concealment.

J. Collin Vincent of Baltimore, chairman of the Publicity Committee for the meeting, started last March on the ably conducted campaign which brought such a large number of dealers to the Baltimore convention.

E. M. White of the White Grain Company of Duluth had combination letter opener and rulers to remind friends that the firm was prepared to open letters from them and handle all consignments with accuracy and dispatch.

Although Buffalo was awarded the convention next year, and none can say the Bisons didn't earn the honor, the attractions of Galveston, as set forth by H. H. Haines, made a considerable impression on many delegates.

The men who were asked to serve on the Reception Committee to welcome President and Mrs. Wilson at Lyric Music Hall brushed elbows with a solid array of secret service men. That is as near as they got to the guests of honor.

J. A. Peterson, superintendent of the Western Maryland Elevator at Baltimore, was delighted to mix up in the breezy exhilaration brought by the Western delegates. Mr. Peterson was formerly associated with the grain interests of Chicago.

Too great praise cannot be given the various committees from the Baltimore Chamber of Commerce who were so largely instrumental in making the convention a success. Everywhere their efficient work was in evidence, and during the convention itself their services were constantly at the disposal of the visitors. The committee chairmen to whom much of the honor is due were: James C. Legg, general chairman and president of the Chamber of Commerce; John H. Gildea, Jr., Finance Committee; Charles England, Committee on Arrangements; A.

R. Dennis, Entertainment Committee; J. Collin Vincent, Publicity Committee; Herbert Sheridan, Transportation Committee; and Eugene Blackford, Reception Committee.

Chicago market quotations were posted for the convenience of delegates in a room adjoining the convention hall through Finley Barrell & Co.'s New York wire by Dennis & Co., of Baltimore. D. V. Miller from the New York office was in charge.

Dan Joseph of the Dan Joseph Company of Columbus, Ga., brought to the convention samples of velvet beans grown in Georgia, the merits of which he fully explained as an excellent stock feed after being ground into meal.

James H. Warren, one of the indefatigable hosts for the convention and who has been for the past 10 years chief grain weigher of the Baltimore Chamber of Commerce, has just been appointed manager of the Baltimore & Ohio Elevators at that port.

After performing much excellent service for Buffalo, all the flowers left over which had been provided by the Buffalo delegates were taken by Mrs. Eugene H. Beer of Baltimore and distributed to the inmates of the hospital at the Maryland Penitentiary.

How could Buffalo fail to get the convention in 1917 with Secretary F. E. Pond and A. O. Hall on the job two days before the convention opened and later executing such a brilliant coup with the aid of a score of pretty Baltimore lassies and masses of flowers?

C. M. Woodward of Kansas City, Mo., head of the Western Grain Company, was kept pretty busy answering questions on Southwestern conditions, crops, etc. Mr. Woodward has the reputation of being one of the best posted men in the Kansas City market.

W. H. Toberman, member of the "fastest growing commission house" of Toberman, Mackey & Co., of St. Louis, Mo., left early for Washington, D. C., being called there in the matter of Government contracts for hay in which his firm has been largely interested recently.

E. H. Beer of Charles England & Co. had charge of the arrangements of the Lyric Theater in which President Wilson spoke Monday afternoon. The hall was properly decorated with the national and state colors and every necessary provision made for such an important event.

One of the important delegations to the convention consisted of Henry M. Brouse from Cincinnati, the only grain man from that market. Mr. Brouse is a member of the recently organized firm of the Brouse-Skidmore Company, and judging from its Baltimore representative is a growing concern.

Although Scott F. Evans appeared as though "to the manor born" at Baltimore, yet his friends could tell that he is a product of the West, having spent the greater part of his life in Minneapolis, Minn. Mr. Evans is manager of the Baltimore Pearl Hominy Company, one of the live institutions of that city.

The menu served by 57 waiters on the steamer *Louise* on the return trip from Annapolis included chicken salad, fried chicken a la Maryland, pickled oysters, deviled crabs, Smithfield ham, Maryland biscuits, coffee and ice cream and say—that Smithfield ham! President Metcalf, as guest of honor, was given two helpings of it.

B. M. Hess with Hess Warming & Ventilating Company of Chicago gave out the information to prospective purchasers of grain driers that there were now in Baltimore one each No. 10 Hess Drier in the B. & O. Elevator "C" and Elevator "B"; No. 8 Hess Drier in the Western Maryland Elevator and a No. 5 Hess Drier in the Gambrill Mill.

There were not enough machinery men present to go around, but those in attendance were present at all important functions. They included: W. H. Kaiser and H. Deverell of Weller Manufacturing Company, Chicago; William Watson and H. E. Sewell with The S. Howes Company, Silver Creek, N. Y.; C. Wilkinson, representing the Invincible Grain Cleaner Company, Silver Creek, N. Y.; B. M.

Hess with Hess Warming & Ventilating Company, Chicago, Ill.; M. J. Young, representing the Philip Smith Manufacturing Company, Sidney, Ohio.

In an editorial the *Baltimore Sun* commented upon what it termed President Metcalf's ideal introduction of the President of the United States to the packed house which greeted him Monday afternoon. It consisted of these words: "Members of the Grain Dealers National Association, Ladies and Gentlemen—the President."

An unusual number of secretaries of grain exchanges were in attendance, these included: J. C. F. Merrill, secretary, Chicago Board of Trade; Jas. B. Hessong, secretary Baltimore Chamber of Commerce; Eugene Smith, secretary St. Louis Mer-



H. B. DORSEY AND E. B. HITCHCOCK
Texas and Illinois State Secretaries.

chants' Exchange; John R. Lofgren, secretary Peoria Board of Trade; F. E. Pond, secretary Buffalo Corn Exchange; E. D. Bigelow, secretary Kansas City Board of Trade; Chas. F. McDonald, secretary Duluth Board of Trade; John G. McHugh, secretary Minneapolis Chamber of Commerce; A. B. Clemmer, secretary Commercial Exchange, Philadelphia.

Quite a hit was made by the maps of the city of Baltimore distributed by Messrs. Bacon, Pride and Rudolph of the "American Grain Trade." All streets and principal buildings of Baltimore were shown on these maps and they were found especially serviceable as marking the points of interest on the trip by steamer *Louise* to Annapolis.

The boat trip to Annapolis and the entertainment afforded both on the journey and at Maryland's interesting capital will linger long in the happy memories of every delegate. The trip furnished opportunity to see Baltimore's remarkable harbor; the foreign ships at anchor, many of them receiving grain cargoes at the various elevators; the interned German vessels and the berth where the submarine *Deutschland* docked; Fort McHenry; the Baltimore & Ohio, Pennsylvania and Western Maryland Railroad Elevators; the busy steel and munitions plants and the beautiful shores of the lower river and bay. The trip of nearly three hours was lightened by music from the splendid Baltimore band and by dancing on the lower deck, in which many participated. After landing, the review of the naval cadets

at the Government Academy was a courtesy much appreciated, and the trip through the Academy and grounds was much enjoyed. Up the quaint old streets of Annapolis to the final resting place of John Paul Jones, who made the American flag first respected in foreign waters, and then to the old state capitol where Governor Emerson Harrington received the delegates in the room in which General Washington resigned his commission as commander-in-chief of the American armies, the address he made, and the inspection of the capitol itself, all contributed largely to the pleasure of the party. And we cannot omit the fried chicken, deviled crab and salad, ice cream and coffee, to say nothing of the punch, which were furnished in such profusion on the return trip.

The meeting of the Chief Grain Inspectors was an important one as all members who were not employed directly by a state came under the second class of licensed inspectors and they were solicitous to know just what would be required of them. Dr. Taylor, Mr. Brand and Dr. Duvel of the Department of Agriculture addressed them and the atmosphere of doubt and uncertainty was immediately cleared. The Department is most anxious to get the best men possible in the inspection department, men whose experience, knowledge and integrity are unquestioned. Every inspector in the Association can measure fully to these requirements and it was implied that their examination for a Federal license would be formal rather than formidable. Full instructions will be announced shortly. The election of officers of the Association resulted as usual in the re-election of "Big Chief" E. H. Culver of Toledo, president; Sam D. Thomas of Baltimore, vice-president; and Frank B. Tompkins of Peoria, secretary-treasurer. The attendance was the largest on record. Among those present, besides the officers, were: Captain John O. Foering of Philadelphia; G. H. K. White of New York; A. A. Breed, Milwaukee; Seth Catlin, Boston; S. A. Holder, Indianapolis; W. S. Powell, Cairo; R. T. Miles, Galveston; W. L. Richeson, New Orleans; J. E. Heniken, Cleveland; Geo. F. Munson, Cincinnati; George B. Powell, Omaha; Wm. Recker, Detroit, Mich.; E. R. Gardner, Memphis; J. T. Roberts, Nashville; H. M. Scheer, Newport News; H. E. Emerson, St. Paul; G. H. Tunnell, Minneapolis; David H. Larkin, Baltimore; Chas. F. Hegwein, Chicago; O. P. B. Jacobson, Minneapolis; C. F. Maxfield, Duluth; James T. Bradshaw, Kansas City; M. C. Fears, Kansas City; E. L. Betton, Kansas City, Kan.; E. W. Bailey, Chicago; L. B. Irving, Philadelphia.

The Registration

The register at the convention contained the following names (with the exception of the chief grain inspectors who will be found mentioned in the paragraph preceding this one):

A

Fred. Abel, Abel Bros., Cleveland, Ohio; George A. Arnold, The Reindollar Company, Taneytown, Md.; L. C. Acree, Lynchburg Milling Company, Lynchburg, Va.; H. S. Antrim, Cairo, Ill.; S. P. Arnot, Arnot & Co., Chicago; James M. Anderson, Chicago; H. G. Atwood, American Milling Company, Peoria, Ill.; S. J. Augst, Lebanon, Ohio; John J. Adler, New York City; C. W. Austin, Erie Railroad, New York City; O. E. Auerbach, New York City; R. P. Annan, Annan-Burg Grain & Milling Company, St. Louis, Mo.; F. L. Alexander, American Hay & Grain Company, Marietta, Ohio; H. V. Alexander, American Hay & Grain Company, Marietta, Ohio; George A. Aylsworth, Kansas City, Mo.

B

Eugene Blackford, Gill & Fisher, Baltimore; R. M. Brander, Richmond, Va.; John E. Bacon, "American Grain Trade," Chicago; H. E. Boney, Wilmington, N. C.; Bert Ball, Chicago; W. H. Byrne, Chicago; Edward Beatty, New York City; W. G. Bragg, Richmond, Va.; F. J. Bennett, Circleville, Ohio; Edward Bittrick, Baltimore Chamber of Commerce; C. P. Blackburn, Baltimore; E. H. Beer, Chas. England & Co., Baltimore; M. D. Benzaquin, Boston; William P. Brazer, Philadelphia, Pa.; John G. Boggs, Circleville, Okla.; Earl C. Bear, Bear Grain Company, Hicksville, Ohio; Bert Boyd, Indianapolis; Frank H. Brown, Omaha, Neb.; Chas. Bayman, La Rue, Ohio; H. T. Burns, Burns Grain Company, Buffalo; F. E. Barker, The Carr Milling Com-

pany, Hamilton, Ohio; R. E. M. Buchholz, Baltimore; P. C. Benedict, Baltimore & Ohio Railroad, Chicago; Daniel Burns, D. Burns & Co., Rossburg, Ohio; James H. Bowne, Kinsel Grain Company, Rutherford, N. J.; Henry M. Brouse, Brouse-Skidmore Grain Company, Cincinnati, Ohio; H. E. Botsford, H. C. Carson & Co., Detroit; H. I. Baldwin, H. I. Baldwin & Co., Decatur, Ill.; John H. Barrett, Cedar Rapids, Iowa; John F. Barrett, Chicago; John D. Baker, Baker & Holmes Company, Jacksonville, Fla.; George E. Booth, Lamson Bros. & Co., Chicago; M. F. Baringer, Philadelphia; G. W. Bartlett, Churchill Grain & Seed Company, Buffalo; C. A. Brown, St. Anthony and Dakota Elevator Co., Minneapolis; H. F. Britton, Robinson & Jackson, Baltimore; E. A. Benedict, Chase Grain Company, Chase, Ind.; Victor H. Brown, Baltimore; O. W. Benedict, Chicago; William T. Betts, W. M. Galt & Co., Washington, D. C.; Raymond J. Barnes, Richardson Bros., Philadelphia; Willis Bullock, *Hay Trade Journal*, Canajoharie, N. Y.; Alfred Brandeis, A. Brandeis & Son, Louisville, Ky.; E. L. Betton, Kansas State Grain Inspection Department, Kansas City, Kan.; James E. Boyle, Fargo, N. D.; H. J. Berry, National Elevators, Indianapolis; G. T. Burk, Burk Elevator Company, Decatur, Ind.; James T. Bradshaw, State Warehouse Commissioner, Kansas City, Mo.; Paul Bottiger, Bottiger & Son, Highland, Kan.; J. C. Batchelor, Batchelor & Batchelor, Sharpsville, Ind.; Newton Busenback, New Market, Ind.; E. G. Boerner, U. S. Department of Agriculture, Washington, D. C.; T. B.

Dickey, Dickey Bros., Washington, D. C.; D. M. Dodge, Kansas City, Mo.; H. G. Davis, Seele & Payne Company, Charleston, W. Va.; P. B. Doddridge, Texas & Pacific Railway, Kansas City, Mo.; A. M. Daugherty, Daugherty & Co., Derby, Ohio; C. E. Davis, Arthur, Ill.; H. R. DeVore, H. W. DeVore & Co., Toledo, Ohio; Richard H. Diggs, Samuel J. Diggs & Son, Baltimore; C. A. Davis, Cedar Rapids Grain Company, Cedar Rapids, Iowa; P. B. Dexter, Dexter & Norman, Columbus, Ga.; Joseph W. Danfort, East Orange, N. J.; A. B. C. Denniston, San Francisco; John Dower, Superintendent of Weights, St. Louis, Mo.; Laurel Duval, U. S. Department of Agriculture, Washington, D. C.; Paul H. Dunbar, Clark Milling Company, Augusta, Ga.; Howard Disney, Baltimore; A. R. Dennis, Dennis & Co., Baltimore; W. Julian de Bullet, Baltimore; Frank S. Dudley, Dudley & Carpenter, Baltimore; Charles C. Dudley, Dudley & Carpenter, Baltimore; J. L. Doering, The People's Elevator Company, Antwerp, Ohio.

E

V. C. Elmore, Elmore-Shultz Grain Company, Ashland, Ill.; E. C. Eikenberry, The Eikenberry Bros. Company, Camden, Ohio; Herbert Ehrlich, Karl Ehrlich Grain Company, Marion, Kan.; R. L. Elliott, Washington, D. C.; Harry M. Edenborn, Philadelphia, Pa.; Clarence A. Euler, Clarence A. Euler & Co., Baltimore; L. C. Ewing, Jr., Louisville Cereal Mill Company, Louisville, Ky.; L. C. Ewing, Sr., Louisville Cereal Mill Company, Louisville, Ky.; H. E. Elgert, Baltimore;



C. WILKINSON, WILLIAM WATSON, H. E. SEWELL
Cafes to the right of them—Cafes to the left of them.

Brown, Brown Manufacturing and Produce Company, Charleston, W. Va.; A. Brackney, Clemons, Iowa; Judge W. H. Baker, Baker & Holmes Co., Jacksonville, Fla.; H. S. Belt, Baltimore; Geo. H. Baston, Washington, D. C.; Geo. P. Bissell, Central City, Neb.; Charles J. Brand, U. S. Department of Agriculture, Washington, D. C.; Charles A. Brown, Baltimore Chamber of Commerce; Arthur Blackburn, C. P. Blackburn & Co., Baltimore; Tim Barbrick, The A. McClelland M. I. and R. Co., Pueblo, Col.

C

W. E. Cork, C. & O. Railroad, Norfolk, Va.; R. L. Callahan, Callahan & Sons, Louisville, Ky.; J. H. Caldwell, Kansas City Seed and Grain Company, Kansas City, Mo.; Horace Cook, Boston, Mass.; J. E. Craig, Washington, D. C.; H. M. Connor, J. D. Walls & Co., Philadelphia, Pa.; James F. Carlton, Memphis, Tenn.; O. M. Clark, Cable, Ohio; W. P. Carroll, U. S. Department of Agriculture, Chicago; C. R. Crosby, Brattleboro, Vt.; R. G. Calvert, Selma, Ohio; A. W. Clark, The Cleveland Grain Company, Cleveland, Ohio; V. L. Cofer, Norfolk, Va.; Thomas W. Campbell, John C. Legg & Co., Baltimore; E. O. Cash, Westminster, Md.; Thomas C. Craft, Jr., Baltimore Grain Company, Baltimore; E. T. Cusenbolder, E. T. Cusenbolder & Co., Sidney, Ohio; Ben L. Coon, J. C. Shaffer & Co., Chicago; F. M. Corbin, B. C. Christopher & Co., Kansas City, Mo.; A. L. Cover, Cover Supply Company, Baltimore; J. H. Covington, Nashville, Tenn.; Frank Clifton, Chicago; Charles S. Clark, Chicago; J. H. Cofer, J. H. Cofer & Co., Norfolk, Va.; A. B. Cammer, Philadelphia; Charles G. Clark, Shepard, Clark & Co., Cleveland, Ohio; P. D. Connors, Corn Exchange, Buffalo; Harry S. Carroll, Lowell, Hoit & Co., Chicago; John Coup, Saginaw Milling Company, Saginaw, Mich.; M. W. Cochrane, Geo. A. Roberts Grain Company, Omaha, Neb.; E. Milton Crowe, Piqua, Ohio; Lana J. Chaney, Farmers Milling & Grain Company, Boonsboro, Md.; Seth Catlin, Jr., Catlin Bros., Boston; Wm. A. Carroll, John T. Fahey & Co., Baltimore.

D

J. W. T. Duvel, U. S. Department of Agriculture, Washington, D. C.; C. T. Doorty, Doorty-Ellsworth Company, Buffalo; D. H. Dixon, Goldsboro, N. C.; V. C.

H. Roy Eshelman, Lancaster, Pa.; John W. Eshelman, Lancaster, Pa.; N. J. Elliott, Baltimore.

F

H. A. Foss, Weighmaster, Board of Trade, Chicago; Junius A. Flanders, Champaign, Ill.; F. B. Fulton, Agenda, Kan.; Louis F. Frey, Wm. G. Scarlett & Co., Baltimore; L. W. Forbell, L. W. Forbell & Co., New York; J. G. Fox, The Mull Grain Company, Manilla, Ind.; W. B. Foresman, W. B. Foresman Company, La Fayette, Ind.; E. D. Funk, Funk Bros. Seed Company, Bloomington, Ill.; A. E. Fox, Mull Grain Company, Manilla, Ind.; W. T. Fraser, Cereal Grading Company, Minneapolis, Minn.; J. Carroll Fahey, John T. Fahey & Co., Baltimore; Walter S. Franklin, Jr., Penna. R. R., Baltimore; A. C. Field, Albert C. Field, Inc., New York; Wm. H. Frank, Wm. H. Frank & Co., Frankfort, Ind.; F. W. Florenz, Baltimore; Oliver L. Fassig, U. S. Weather Bureau, Baltimore; J. L. Frederick, J. L. Frederick Grain Company, St. Joseph, Mo.

G

P. H. Gale, P. H. Gale Grain Company, Indianapolis; Ralph L. Galt, Washington, D. C.; E. A. Grubbs, E. A. Grubbs Grain Company, Greenville, Ohio; E. D. George, Braniard Commission Company, New York; P. E. Goodrich, Goodrich Bros. Hay & Grain Company, Winchester, Ind.; John H. Gildea, Jr., Baltimore; J. C. Gorman, Atlantic Transport Company, Baltimore; A. H. Gosnell, A. H. Gosnell & Co., Woodbine, Md.; Charles C. Gorsuch, N. I. Gorsuch Son Co., Westminster, Md.; L. F. Gates, Lamson Bros. & Co., Chicago; W. H. Gillespie, Harrisville Milling Company, Harrisville, Mich.; J. M. Gwaltney, Norfolk, Va.; E. R. Gardner, Merchants' Exchange, Memphis, Tenn.; G. G. Guyer, Chicago; Rt. Rev. John Gardner Murray, Bishop of Maryland, Baltimore; Henry L. Goemann, The Goemann Grain Company, Mansfield, Ohio; J. G. Goodwin, Board of Trade Weighmaster, Kansas City, Mo.; J. R. Garner, Garner Bros., Lewisetta, Va.; H. C. Gamage, Kansas City, Mo.; Vernon M. Green, Washington, D. C.; M. T. Goedeke, U. S. Department of Agriculture, Washington, D. C.; Robert J. Green, U. S. Department of Agriculture, Washington, D. C.; Charles Garmhausen, The Lock Two Grain and Milling Company, New Bremen, Ohio; Charles H. Gibbs, Baltimore; D.

G. Gray, Western Maryland Railway, Baltimore; Frank Geoffray, Geoffray Grain Company, Abilene, Kan.; Oscar M. Gibson, C. P. Blackburn & Co., Baltimore; C. E. Groce, Circleville, Ohio; Richard Gambrell, Chicago; John S. Green, H. Verhoef & Co., Louisville, Ky.; A. F. Gruber, E. E. Delp Grain Company, Philadelphia, Pa.

H

J. W. Holmquist, Holmquist Elevator Company, Omaha, Neb.; J. C. Hunt, J. C. Hunt Grain Company, Wichita Falls, Texas; David H. Hooker, Baltimore Chamber of Commerce; Edwin Hewes, C. P. Blackburn & Co., Baltimore; George P. Hart, The L. S. Elevator Company, Cleveland, Ohio; J. S. Harshman, Harshman Grain Company, Springfield, Ohio; A. W. Hall, Farmers' Milling & Grain Company, Mt. Airy, Md.; Raymond O. Harrison, Baltimore; E. A. Hardin, Chester, S. C.; W. H. Hayward, C. M. Gambrell Manufacturing Co., Baltimore; W. S. Hoge, W. S. Hoge & Son, Washington, D. C.; W. T. Hale, Jr., J. R. Hale & Sons, Nashville, Tenn.; Marshall Hall, Marshall Hall Grain Company, St. Louis, Mo.; W. E. Hudson, Bartlett, Frazier Company, Chicago; J. L. Hayes, B. & O. Railroad, Baltimore; W. T. Hamm, W. A. Merryday Company, Palatka, Fla.; W. S. Hoge, Jr., Washington, D. C.; Elmer Hutchinson, Hutchinson & Son, Arlington, Ind.; J. S. Hazelrigg, Cambridge City, Ind.; George H. Hayes, Hebron Grain Company, Hebron, Neb.; A. C. Harvey, Philadelphia; R. G. Humphreys, Sinton Bros. & Co., Baltimore; C. R. Huston, Detroit, Mich.; Wm. Hopps, Wm. Hopps & Co., Baltimore; E. B. Hodges, E. B. Hodges & Co., Norfolk, Va.; Wm. L. Hammond, Hoods Mill, Md.; John H. Howell, Washington, D. C.; A. N. Harwood, Chicago; Jacob W. Hook, Baltimore; J. K. Horton, Horton & Collins, Garrett, Ill.; A. B. Harlan, Lamson Bros. & Co., Chicago; E. R. Harris, Baltimore; H. H. Haines, Galveston Commercial Asso., Galveston; Albert L. Hood, Philadelphia; J. D. Judkin, Ada Grain Company, Ada, Ohio; Frank N. Hartwell, H. Verhoef & Co., Louisville, Ky.; G. A. Hax, G. A. Hax & Co., Baltimore; William B. F. Hax, G. A. Hax & Co., Baltimore; Gustav Herzer, Jr., Gustav Herzer & Son, Baltimore; W. F. Heck, W. F. Heck & Co., Pittsburgh, Pa.; S. V. Hall, Buffalo, N. Y.; W. J. Heinold, J. G. Heinold, Inc., Buffalo; J. B. Wm. Hax, G. A. Hax & Co., Baltimore; H. S. Heffner, The Heffner Milling Company, Circleville, Ohio; D. Y. Huyett, Frame, Knight & Co., Baltimore; L. H. Hornbeak, Corsicana, Texas; W. E. Harris, Baltimore.

J

A. L. B. James, Richmond, Va.; Edward A. James, Armour Grain Company, Chicago; J. A. Jossman, Caughey-Jossman Company, Detroit; W. P. Jarvis, Dunlop Mills, Richmond, Va. W. N. Johnson, Detroit Hay Company, Detroit, Mich.; D. W. Jay, The Jay Grain Company, St. Marys, Ohio; L. M. Jackson, Robinson & Jackson, Baltimore; George C. Jaeger, J. W. Smith & Co., Pittsburgh, Pa.; T. W. Johnston, Thomas Johnston Company, Baltimore; Thomas Johnston, Thomas Johnston Company, Baltimore; W. D. Judd, New York; R. C. Jordan, Central Elevator and Warehouse Company, New Orleans; Charles D. Jones, Nashville, Tenn.; O. P. B. Jacobson, Minneapolis, Minn.; Dan Joseph, Dan Joseph Company, Columbus, Ga.; George S. Jackson, Gill & Fisher, Baltimore.

K

James L. King, Philadelphia; D. B. Kevil, Sikes-McMullin Grain Company, Sikeston, Mo.; William M. Krebs, Maple Grove, Ohio; Edward S. Kent, C. P. Blackburn & Co., Baltimore; A. E. Kahler, Baltimore Chamber of Commerce; H. E. Kinney, Indianapolis; O. M. Kile, Soil Improvement Committee, Chicago; P. D. Koons & Son, Detour, Md.; H. Kingsbury, Chicago, Ill.; P. C. Kamm, P. C. Kamm Company, Milwaukee, Wis.; J. F. Kroutil, Yukon Mill & Grain Company, Yukon, Okla.; Fred. M. Knorr, Harry M. Rever & Co., Baltimore.

L

C. C. Lewis, Buffalo; James E. Lynch, Central Elevator Company, Baltimore; J. E. Loughry, Loughry Bros. Milling & Grain Company, Monticello, Ind.; Fred. J. Lingham, Federal Milling Company, Lockport, N. Y.; J. P. Lackey, Lackey Bros., Knoxville, Tenn.; J. A. Linderholm, Crowell Elevator Company, Omaha, Neb.; K. B. Leeds, U. S. Department of Agriculture, Washington, D. C.; W. L. Lyle, Lyle & Lyle, Huntsville, Ala.; J. B. Lathrop, Berkey Elevator Company, Berkeley, Ohio; Frank J. Ludwig, Chas. M. Cox Co., Boston; Frederic A. Lamb, Boston, Mass.; James C. Legg, John C. Legg & Co., Baltimore; W. B. Lathrop, Peirson-Lathrop Grain Company, Kansas City, Mo.; W. H. Leisure, Gwynneville, Ind.; A. V. S. Lloyd, Hasenwinkle Grain Company, Bloomington, Ill.; Howard Lipsey, Norris Grain Company, Chicago; W. R. Long, Richmond, Va.; Charles J. Landers, C. J. Landers & Co., Baltimore; W. B. Lathrop, Peirson-Lathrop Grain Company, Kansas City, Mo.; R. H. Lyell, Davis & Davis, Baltimore; George Livingston, U. S. Department of Agriculture, Washington, D. C.; G. W. Lamb, Hooker, Ohio; Edmund H. Leader, Chas. England & Co., Baltimore; Albert Langville, Department of Agriculture, Washington, D. C.; Henry A. Lederer, Lederer Bros., Baltimore; John C. Legg, J. C. Legg & Co., Baltimore; W. J. V. Laughlin, U. S. Department of Agriculture, Washington, D. C.; Jesse Lewis, St. Paris, Ohio; Lewis J. Lederer, Lederer Bros., Baltimore; Arthur Lewis Phillips, Richmond, Va.; Stuart C. Leake, Commercial Agent, R. F. and P. Railroad, Richmond, Va.; H. A. Lawson, Shelbyville, Ind.; Ben Levy, Ft.

Wayne, Ind.; Lewis G. Lederer, Lederer Bros., Baltimore; W. Lenox, Richmond, Ohio; W. E. Lowes, Baltimore & Ohio Railroad, Baltimore; W. H. Lake, A. O. Slaughter & Co., Chicago; A. L. Lewis, Baltimore; Roger E. Lewis, B. & O. Railroad, Baltimore.

M

T. G. Moore, Dazey-Moore Grain Company, Ft. Worth, Texas; Frank J. Montmore, Richardson Bros., Philadelphia; C. A. Magnuson, Minneapolis; T. A. Morrison, Morrison & Thompson Company, Frankfort, Ind.; C. R. Mitchell, Ashmore, Ill.; Louis Mueller, Mueller Grain Company, Peoria, Ill.; P. W. Millikan, Blountsville, Ind.; J. Ross Myers, Baltimore; Morris F. Miller, L. F. Miller & Sons, Philadelphia; H. R. Millikan, Blountsville, Ind.; George M. Malsbary, Darlington, Ind.; T. Murray Maynadier, Baltimore; R. C. Miller, U. S. Department of Agriculture, Washington, D. C.; Louis Muller, Baltimore; W. E. Mamfold, Fawn Grove, Pa.; Jesse A. Martin, Baltimore; Harold M. Meech, Meech & Stoddard, Inc., Middletown, Conn.; S. A. Miller, Jay Grain Company, Mulberry, Ind.; F. A. Myer, Baltimore Grain Company, Baltimore; J. H. Morrow, The Morrow Grain Company, Wabash, Ind.; Robert Morris, Philadelphia; J. Lee Murphy, John T. Fahey & Co., Baltimore; E. O. Moffatt, Kansas City; A. I. Merigold, A. I. Merigold & Co., Boston; H. M. Mullen-gore, Rohrsersville, Md.; L. L. Motz, J. H. Motz & Co., Brice, Ohio; Fred Mayer, J. F. Zahm & Co., Toledo, Ohio; D. Mitchell Sheets, R. S. McCague, Ltd., Pittsburgh, Pa.; C. C. Miles, P. B. and C. C. Miles, Peoria, Ill.; J. Barry Mahool, Frame, Knight & Co., Baltimore; John S. Moon, Moon-Taylor Company, Lynchburg, Va.; C. E. Miller, Seaboard Air Line Railway, Baltimore; George D. Morgan, Morgan Bros., Richmond, Va.; James I. Metts, Wilmington, N. C.; E. L. Merritt, W. H. Merritt Company, Chicago; James C. Murray, The Quaker Oats Company, Chicago; A. W. Mears, White & Co., Baltimore; J. A. Manger, Baltimore; Lee G. Metcalf, Iliopolis, Ill.; F. D. Meanley, Norfolk & Western Railway, Richmond, Va.; H. G. Morgan, delegate National Hay Association, Pittsburgh; John L. Messmore, St. Louis, Mo.; R. L. Morrell, Chicago; J. D. Morgan, New Orleans.

Mc

J. A. McCreary, J. A. McCreary & Sons, Mason City, Ill.; A. S. MacDonald, A. S. MacDonald Commission Company, Boston; John McHenry, E. B. Conover Grain Company, Springfield, Ill.; H. F. McCarthy, International Grain Company, Minneapolis, Minn.; John McCarty, Frame, Knight & Co., Baltimore; C. C. Macgill, C. A. Gambrell Manufacturing Company, Baltimore; F. A. McLellan, The H-O Company, Buffalo; James G. McKillen, Buffalo; C. A. McCotter, Indianapolis; R. S. McCague, Pittsburgh, Pa.; A. C. McKinley, L. E. & W. Railroad, Peoria, Ill.; C. F. McDonald, secretary Board of Trade, Duluth, Minn.; John Macgregor, Harrisville Milling Company, Harrisville, Mich.; Walter F. MacNeal, J. M. Frisch & Co., Baltimore.

N

M. M. Nowak, Nowak Milling Corporation, Buffalo; Edward Nette, Baltimore; W. I. Nokely, C. & O. Railway, Toledo, Ohio; Wm. H. Noyes, A. O. Slaughter & Co., Chicago, Ill.; Robert C. Neu, Baltimore; H. H. Newell, Chicago.

O

T. C. O'Brien, Erie Railroad, New York; William O'Bryan, Owensboro Grain Company, Owensboro, Ky.; H. E. O'Bryan, Owensboro Grain Company, Owensboro, Ky.; James L. Owens, Washington, D. C.

P-Q

E. H. Price, Philadelphia, Pa.; Frank E. Phillips, Richmond, Va.; J. Ralph Pickell, Council of Grain Exchanges, Chicago; P. W. Pritchard, Hermitage Elevator and Warehouse, Nashville, Tenn.; T. A. Pass, Sellersburg, Ind.; J. A. Peterson, Western Maryland Elevator, Baltimore; W. H. Perrine, W. H. Perrine & Co., Chicago; Richard Pride, "American Grain Trade," Chicago; J. P. Pregnall, secretary Overman-Williamson Company, Richmond, Va.; McHenry Peters, McHenry Peters Company, Lynchburg, Va.; J. B. Pultz, J. B. Pultz & Co., Philadelphia, Pa.; George E. Pauler, E. L. Rogers & Co., Philadelphia, Pa.; Hon. James H. Preston, Mayor of Baltimore; J. W. Patterson, The Patterson Company, Greensboro, N. C.; J. O. Pape, Fowler, Ind.; E. P. Peck, Omaha Elevator Company, Omaha, Neb.; G. A. Payne, G. A. Payne & Co., Columbus, Ohio; F. O. Paddock, Toledo, Ohio; C. C. Pagett, Portland, Ore.; R. S. Perry, Mutual Grain Company, Indianapolis; C. E. Patterson, Toledo, Ohio; George E. Peirce, Buffalo.

Charles Quinn, secretary Grain Dealers National Association, Toledo, Ohio.

R

A. E. Reynolds, Crabbs-Reynolds-Taylor Company, Crawfordsville, Ind.; E. F. Richards, John T. Fahey & Co., Baltimore; Charles N. Rollings, J. C. Legg & Co., Baltimore; W. W. Rider, Baltimore; Duane H. Rice, Baltimore; Charles Reimer, Baltimore; George E. Rogers, Jobbers' Brokerage Company, Clarksburg, W. Va.; W. E. Rich, Goodland Grain Company, Goodland, Ind.; J. H. Reigle, Armour Grain Company, Baltimore; W. D. Rupp, W. D. Rupp & Son, Sabina; A. G. Rudolph, "American Grain Trade," Chicago; John W. Radford, Pope & Eckhardt Company, Chicago; H. D. Richeson, Armour Grain Company, Chicago; H. A. Rumsey, Rumsey & Co., Chicago; A. L. Riffin, A. L. Riffin

Company, Georgetown, Md.; John R. Rodgers, Richardson Bros., Philadelphia, Pa.; Frank M. Rosekrans, Rosekrans, Snyder Company, Philadelphia; C. S. Reed, Windfall Grain Company, Windfall, Ind.; Charles C. Ramey, New York City; O. M. Richards, Cortland, Ohio; E. M. Richards, Pocahontas, Iowa; C. C. Rubins, A. O. Slaughter & Co., New York; John F. Roddy, Molony & Carter Company, Charleston, S. C.; Edw. M. Richardson, Philadelphia; F. J. Ryan, W. A. Thomson & Co., Louisville, Ky.; E. R. Rebuque, Minneapolis, Minn.; C. M. Rife, The Rife & Morris Company, Circleville, Ohio; Wm. Rodgers, Baltimore; De Witt C. Reed, Jacksonville, Fla.; H. W. Reimann, William Nading Grain Company, Shelbyville, Ind.; Charles A. Raeke, Boston; Robert Ramsay, The Robert Ramsay Company, Baltimore; Herman Runge, Chas. England & Co., Baltimore; C. A. Russell, U. S. Department of Agriculture, Decatur, Ill.; James J. Rodgers, Richardson Bros., Philadelphia, Pa.; J. W. Ring, Johnson City, Tenn.; J. Frank Ryley, John T. Fahey & Co., Baltimore; J. J. Rammacher, Eastern Grain, Mill and Elevator Corporation, Buffalo; Harry M. Rever, Harry M. Rever & Co., Baltimore; S. L. Rice, The Matamora Elevator Company, Matamora, Ohio; Edward H. Rugg, Rugg & Murdock Company, Boston.

S

F. H. Smith, Seaboard Air Line Railway, Norfolk, Va.; M. R. Schermerhorn, C. S. Schermerhorn & Son, Baltimore; J. W. Spridgeon, Pollock Grain Company, Middle Point, Ohio; W. W. Shaw, Hales & Edwards Company, Philadelphia, Pa.; Thomas H. Seal, Baltimore & Ohio Railroad, Baltimore; I. S. Stover, Philadelphia, Pa.; Nicholas Schmitz, College Park, Md.; L. M. Smith, Chicago; W. D. Saunders, Southern Brokerage Company, Richmond, Va.; W. T. Selden, Mayo Milling Company, Richmond, Va.; A. F. Sidebotham, Furness, Withy & Co., Ltd., Baltimore; Ed. K. Shepherd, Indianapolis, Ind.; A. P. Smirl, St. Louis; E. J. Sponseller, Westminster, Md.; Wilbur F. Spice, Gustavus & Co., Baltimore; E. W. Spreng, Lebanon, Ohio; J. R. G. Smith, Baltimore; George B. Shaw, White & Co., Baltimore; H. P. Sadtler, Sadtler & Lysle, Baltimore; Bennett Steele, Chesapeake City, Md.; John D. Shanahan, Shanahan Grain Company, Inc., Duluth, Minn.; R. H. Sturtevant, Logan Bros. Grain Company, Kansas City, Mo.; Walter E. Smith, J. E. Soper Company, Boston, Mass.; Bennett Steele, Chesapeake City, Md.; J. W. Sale, Studebaker Grain & Seed Company, Bluffton, Ind.; H. C. Shaw, Milwaukee, Wis.; J. A. Schmitz, Chicago, Ill.; Edw. T. Sheil, Jr., Baltimore Grain Company, Baltimore; J. R. Shaw, J. R. Shaw & Co., Jett, Ky.; John J. Snyder, Baltimore; W. B. Stites, Philadelphia, Pa.; T. J. Schonhart, Electric Grain Elevator Company, Buffalo; C. V. Singleton, Henderson, N. C.; Aderton Samuel, Wm. Orthwein Grain Co., St. Louis; Theodore E. Straus, Baltimore; W. L. Snyder, Baltimore; W. H. Sutherland, Cairo Milling Company, Cairo, Ill.; H. M. Straus, H. M. Straus & Co., Cleveland, Ohio; R. A. Schuster, Rosenbaum Brothers, Chicago; Herbert Sheridan, Baltimore; Bert K. Smith, Smith Bros. Grain Company, Ft. Worth, Texas; H. F. Shepherdson, Quinn-Shepherdson Company, Minneapolis; U. J. Sinclair, Central Illinois Grain Company, Ashland, Ill.; J. J. Stream, J. C. Shaffer & Co., Chicago; J. W. Simmons, Pemberton, Ohio; E. A. Spray, Goodland Grain Company, Frankfort, Ind.; J. B. Snedeker, Astoria, Ill.; F. A. Snedeker, Astoria, Ill.; J. B. Swearingen, Omaha, Neb.; F. A. Sherrill, Statesville Flour Mill Company, Statesville, N. C.; E. E. Schultz, Schultz, Baujan & Co., Beardstown, Ill.; M. A. Smith, Philadelphia; Edwin S. Steen, E. Steen & Bro., Baltimore; A. L. Scott, Pittsburgh, Kan.; Charles Scarlett, Baltimore; E. A. Slack, Terminal Shipping Company, Baltimore; Charles J. Schuster, A. E. Staley Manufacturing Company, Decatur, Ill.; D. P. Sinnison, Romney, Ind.; Wm. E. Straus, Baltimore; R. S. Stall, R. S. Stall & Co., Thorntown, Ind.; J. H. Sark, The Ashville Grain Company, Ashville, Ohio; Robert D. Sinton, Sinton Bros. & Co., Baltimore; T. W. Swift, Swift Grain Company, Detroit; Egil Steen, E. Steen & Bro., Baltimore; A. B. Schreiber, Schreiber Hay & Grain Company, Omaha, Neb.; J. C. Strong, Chicago; John W. Snyder, Hammond, Snyder & Co., Baltimore; S. D. Scott, Norfolk, Va.; E. L. Southworth, Southworth & Co., Toledo; J. Groome Steele, Chesapeake City, Md.

T

E. O. Teegardin, Teegardin Grain Company, Duvall, Ohio; B. F. Turner, R. Turner & Son, Avery, Ohio; E. F. Thompson, Lamson Bros. & Co., Chicago; Walter Trappe, Norris Grain Company, Baltimore; William A. Taylor, U. S. Department of Agriculture, Washington, D. C.; C. S. Timmons, Snow Hill, Md.; Joseph Taylor, Jr., Moon-Taylor Company, Lynchburg, Va.; A. R. Taylor, Taylor & Bournique Company, Milwaukee, Wis.; J. V. Taylor, secretary-treasurer National Hay Association, Winchester, Ind.; Samuel D. Thomas, Baltimore; W. H. Toberman, Toberman, Mackey & Co., St. Louis; J. C. Taylor, Taylor Co., Indiana, Pa.

U-V

LeRoy Urmston, Urmston Grain Company, Indianapolis; C. W. Urmston, Urmston Grain Company, Buffalo.

Howard Vaughn, Cairo Milling Company, Cairo, Ill.; John I. Viney, Chamber of Commerce, Newport News, Va.; J. Collin Vincent, Baltimore; H. A. Von Rump, St. Louis, Mo.; Walter Voss, Lunham & Moore, Buffalo.

W

C. B. Watkins, C. B. Watkins & Co., Baltimore; Arthur Weidinger, The Sterling Grain Company, Mt. Sterling, Ohio; Howard L. White, New York; H. G. Wolf, The Mull Grain Company, Morristown, Ind.; Charles A. Wallingford, Wallingford Bros., Ashland, Kan.; W. R. Wilmer, Baltimore; E. M. Wayne, Delavan, Ill.; Joseph M. Warfield, Baltimore; L. M. Wilson, Empire Grain and Elevator Company, Binghamton, N. Y.; L. M. Winkler, Bushville, Ind.; Otto Waitzmann, Rosenbaum Brothers, Chicago; W. A. Wheeler, U. S. Department of Agriculture, Washington, D. C.; Watson W. Walton, Walton Bros., Philadelphia; F. C. Williams, Indianapolis; Jesse Winkler, Winkler Grain Company, Bushville, Ind.; Charles W. Wright, Kansas City, Mo.; John Wiemer, San Jose, Ill.; H. G. Wolf, Morristown, Ind.; James E. Woodall, J. E. Woodall & Son, Georgetown, Md.; James E. Woodall, Jr., J. E. Woodall & Son, Georgetown, Md.; Richard C. Wells, Richard C. Wells & Co., Baltimore; A. P. Woolley, Atlanta Grain Dealers Association, Atlanta, Ga.; A. E. Wickerson, Portland, Maine; Frank A. Witt, Indianapolis; W. P. Williams, Norfolk, Va.; J. A. Washburn, Washburn Grain Company, Remington, Ind.; F. E. Watkins, Cleveland, Ohio; E. N. Williams, Liberty Mills, Henderson, Ky.; W. S. Washer, S. R. Washer Grain Company, Atchison, Kan.; Henry E. Wack, E. Steen & Bro., Baltimore; Chas. W. Wells, Richard C. Wells & Co., Baltimore; C. M. Woodward, Western Grain Company, Kansas City, Mo.; Wesley Williams, Richardson Bros., Philadelphia, Pa.; James H. Warren, Baltimore Chamber of Commerce; Mark Winchester, Toledo, Ohio; J. D. Walls, J. D. Walls & Co., Philadelphia; T. G. Williams, S. Zorn & Co., Louisville, Ky.; David H. White, Howard Grain Company, Philadelphia, Pa.; R. B. Williams, Seaboard Feed & Produce Company, Kittell, N. C.; J. M. Wharton, Dennis & Co., Baltimore; C. L. Williamson, G. C. McFadden & Co., Peoria, Ill.; E. M. White, White Grain Company, Duluth, Minn.

Y-Z

J. W. Young, The Young Grain Company, Toledo, Ohio; John B. Yeager, Wilkes-Barre, Pa.

F. L. Zirkle, Washington, D. C.; J. Thos. Zile, Westminster, Md.; Garnett S. Zorn, S. Zorn & Co., Louisville, Ky.

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C.; Mrs. R. W. Lenox, Richmond; Mrs. J. D. and Misses Sara and P. D. Holmes, Jacksonville, Fla.; Mrs. E. P. Peck, Omaha, Neb.; Mrs. F. S. and C. C. Dudley, Baltimore; Misses Louise, Gladys and Elizabeth Sherrill, Statesville, N. C.

Mrs. John F. Barrett, Chicago; Mrs. H. C. Davis, Charleston, W. Va.; Mrs. P. B. Doddridge, Kansas City, Mo.; Mrs. A. P. Smirl, St. Louis; Miss Ida Thompson, St. Louis; Mrs. W. E. Mamfold, Fawn Grove, Pa.; Mrs. Vernon M. Green, Washington, D. C.; Mrs. W. F. Spice, Baltimore; Mrs. A. E. Poultny, Baltimore; Mrs. J. V. Taylor, Winchester, Ind.; Mrs. A. C. Harvey, Philadelphia; Mrs. J. F. Carlton, Memphis, Tenn.; Miss Celia Pickell, Chicago; Mrs. H. Deverell, Chicago; Mrs. Clarence W. Callis, Baltimore; Mrs. Geo. P. Bissell, Central City, Neb.; Mrs. J. A. Washburn, Remington, Ind.; Mrs. E. A. Benedict, Chase, Ind.; Miss Beulah Smith, Washington, D. C.; Mrs. C. B. Rily, Indianapolis, Ind.; Mrs. D. P. Sinnison, Romney, Ind.; Mrs. Chas. Wallingford, Ashland, Kan.; Mrs. F. B. Fulton, Agenda, Kan.; Mrs. Geo. H. and Miss Helen Hayes, Hebron, Neb.; Mrs. Frank Geoffrey, Abilene, Kan.; Mrs. Lottie Batchelor, Sharpville, Ind.; Mrs. E. J. Smiley, Topeka, Kan.; Mrs. A. F. Sidebotham, Baltimore; Mrs. D. M. Dodge, Kansas City, Mo.; Mrs. H. A. VonRump, Webster Groves, Mo.

Mrs. Marshall Hall, St. Louis, Mo.; Mrs. J. V. Craig, Washington, D. C.; Mrs. C. R. Huston, Detroit, Mich.; Mrs. R. O. Lyell, St. Louis, Mo.; Mrs. A. C. McKinley, Peoria, Ill.; Mrs. J. O. Pape, Fowler, Ind.; Mrs. W. D. Judd, New York City; Mrs. John H., Jr., and Miss Adele G. Gildea, Baltimore; Mrs. Judson C. Clement, Washington, D. C.; Mrs. May Dulaney, Washington, D. C.; Mrs. John O. Foering, Wynnewood, Pa.; Mrs. V. C. Dickey, Washington, D. C.; Miss K. A. Bartol, Baltimore; Mrs. P. J. Bollman, Washington, D. C.; Mrs. Grace Lake, Chicago; Miss Ida Sutherland Vaughn, Morison, Iowa; Miss Eleanor C. Vincent, Baltimore; Miss Hazel E. Kinney, Indianapolis, Ind.; Miss Elizabeth Miller, Mulberry, Ind.; Miss Addie Pass, Sellersburg, Ind.; Miss Anna Bishop, Omaha; Miss Marian J. Huston, Detroit, Mich.; Miss Emma Williams, Indianapolis, Ind.

APPOINTMENTS AND COMMITTEES

At the directors' meeting immediately following the convention, Charles Quinn of Toledo was reappointed secretary-treasurer and Buffalo was chosen as the convention city for 1917. Later, at Toledo, President Eikenberry appointed the following committees to serve during the ensuing year:

Arbitration Appeals Committee: J. J. Stream, chairman, Chicago; H. T. Burns, Buffalo; W. T. Hale, Jr., Nashville, Tenn.; A. L. Scott, Pittsburg, Kan.; Lee G. Metcalf, Iliopolis, Ill.

Committee on Legislation: A. E. Reynolds, chairman, Crawfordsville, Ind.; Geo. A. Wells, Des Moines, Iowa; Roger P. Annan, St. Louis, Mo.; E. M. Wayne, Delavan, Ill.; Ferdinand A. Meyer, Baltimore, Md.

Committee on Trade Rules: F. O. Paddock, Toledo, Ohio; S. P. Arnot, Chicago; Jas. W. Sale, Bluffton, Ind.; C. D. Sturtevant, Omaha, Neb.; W. A. Magnuson, Minneapolis, Minn.

Committee on Transportation: Henry L. Goemann, chairman, Mansfield, Ohio; C. H. Canby, Chicago; D. F. Piazek, Kansas City, Mo.; H. A. Feltus, Minneapolis, Minn.; J. W. Holmquist, Omaha, Neb.

Telephone and Telegraph Service: W. T. Cornelison, chairman, Peoria, Ill.; M. L. Jenks, Duluth, Minn.; Robert G. Brand, New York; Geo. A. Aylsworth, Kansas City, Mo.; R. J. Barr, New Orleans, La.

Committee on Membership: Harry Williams, chairman, Nashville, Tenn.; Herman Schmitt, Cleveland, Ohio; F. J. Darragh, Little Rock, Ark.; H. F. Shepherdson, Minneapolis, Minn.; H. C. Carson, Detroit, Mich.

Committee on Uniform Grades: F. E. Watkins, chairman, Cleveland, Ohio; D. M. Cash, Detroit, Mich.; Paul R. Trigg, Lewistown, Mont.; Frank A. Coles, Middletown, Conn.; E. W. Wyatt, Memphis, Tenn.; Lee G. Callahan, Louisville, Ky.; Frank A. Witt, Indianapolis, Ind.; U. V. Clemons, Marshall, Okla.; H. M. Hobbie, Montgomery, Ala.; F. T. O'Donnell, Denver, Col.; W. G. Bragg, Richmond, Va.; E. E. Bossemeyer, Jr., Superior, Neb.; A. E. Nickerson, Portland, Maine; B. F. Eby, Lancaster, Pa.; Kenton D. Keilholtz, Toledo, Ohio.

Committee on Demurrage: Matthew D. Benzaquin, chairman, Boston; E. A. Fitzgerald, Cincinnati, Ohio; W. F. McCullough, Wichita, Kan.

Committee on Crop Reports: C. C. Flanley, chairman, Sioux City, Iowa; E. T. Custenborder, Sidney, Ohio; Geo. P. Bissell, Central City, Neb.; J. H. Shaw, Enid, Okla.; Jno. H. Lloyd, Springfield, Ill.; Wm. Nading, Shelbyville, Ind.; Tom F. Connolly, Clarendon, Texas; Jno. T. Milbank, Chillicothe, Mo.; Otto A. Zimmerman, Minneapolis, Minn.; Alphonse Pierre, Oconto, Wis.; E. W. Fielding, Manhattan, Kan.

Hay and Grain Joint Committee: S. L. Rice, chairman, Metamora, Ohio; W. I. Biles, Saginaw, Mich.; C. A. Foster, Pittsburgh, Pa.

Committee on Natural Shrinkage: H. L. Goemann, chairman, Mansfield, Ohio; W. M. Richardson, Philadelphia; Frank A. Geoffroy, Abilene, Kan.

The two Committees on Arbitration have not been announced as President Eikenberry wishes to go over the ground thoroughly before making selection.

WESTERN KANSAS PLANT FLOURISHES

To have a farm $3\frac{1}{2}$ miles away which raises about 7,000 bushels of grain each year, makes a very comfortably assured start for an elevator manager on his year's business. That is the enviable position in which T. N. Nixon finds himself as manager of the Ogallah Elevator Company at Ogallah, Kan.

This company is one of those progressive concerns which have done so much for agricultural Kansas. It handles, besides grain, coal, flour, mill feed and salt, and it has been from its inception one of the most popular and indispensable places in town.

The plant consists of the elevator, warehouse and office. The elevator has a capacity of 17,000 bushels and is a well-built, convenient house. The warehouse is 38x14 feet in size, has an iron roof and is well located to handle goods easily from the Union Pacific Railroad, which passes the place. The engine room is detached, is of concrete construction with iron roof, and is kept, inside, in a way that would make Spotless Town look like a city dump.

Mr. Nixon has been manager of the plant for over

the Commission is of the opinion that when such refund is made by the carrier within 30 days after the improper collection of the overcharge or within 30 days after the presentation of claims involving questions of weight or classification, it may be regarded, in accordance with well-established usage, as a cash transaction, upon which interest does not accrue.

DISTRIBUTING CO-OPERATIVE DIVIDENDS

The corporation laws of many of our states were not formulated to include co-operative companies and, as a result, most of the co-operative elevators of the country were organized as ordinary corporations, the stockholders of which received whatever profits accrued. As a rule the stock of the companies was in small amounts held by a large number of persons, but so far as a real co-operative principle of distribution of profits was concerned there was no such thing. Since the co-operative enthusiasm has spread to its present extent, several states have amended their corporation laws to make patronage distribution of profits possible. But even where it is possible to do so, it is not



PLANT OF THE OGALLAH (KAN.) ELEVATOR COMPANY

four years and has had a very generous measure of success, the business this year being good, but not up to the phenomenal record of last year.

ENTITLED TO INTEREST ON CLAIMS

BY SYDNEY A. HALE.

That a shipper who has been overcharged in his freight rates by a carrier or who has been damaged by the assessment of an unreasonable charge is entitled to recover interest from the transportation company has been reaffirmed by the Interstate Commerce Commission in a recent decision in the case of the *International Lumber Company vs. Canadian Northern Railway Company et al.* [40 I. C. C. Rep., 283.] This decision is particularly clear cut on the question because the recovery of interest was the only point raised.

The facts, as developed in the report of the Commission, are that the complainant made certain lumber shipments upon which it was overcharged. The carrier at fault, upon receipt of claims for the amount of the overcharge, plus interest, tendered vouchers for the overcharge, but without including therein the interest claimed. These the complainant declined to accept and filed its petition with the Commission. The Commission, basing its finding upon its previously expressed informal opinion in Conference Ruling No. 464, upheld the complainant.

The ruling in question reads as follows:

It is the view of the Commission that in the settlement of an overcharge claim (by which is meant the amount collected on a shipment in excess of the legally published rate) the claimant is entitled to interest thereon at the rate of 6 per cent per annum from the date of the improper collection, except that in the settlement of an overcharge claim involving questions of weight or classification the claimant is entitled to interest therein from the date of presentation of claim to carrier.

The Commission does not regard it as unlawful for a claimant to accept in satisfaction of his claim the ascertained amount of an overcharge without interest; and

always easy to reorganize a company on the proper basis. For this reason the United States Department of Agriculture has recently published a Department Bulletin, No. 371, dealing with this question as it affects co-operative grain companies.

In this publication it is first pointed out that those associations which were organized under the corporation law and have since acquired a surplus should, in general, distribute their surplus to the stockholders and then reorganize under the jurisdiction of a co-operative law. In this connection it is pointed out that care should be taken to ascertain the legal provisions of the state in which the association is to be incorporated and to comply in every particular with them. Another point brought out in the bulletin is the justice of basing patronage dividends upon the quantity of grain delivered to the elevator rather than upon the price paid for it. In handling grain the management of an elevator usually determines upon a certain net margin between the purchasing and selling price. This margin it is assumed will yield sufficient revenue to carry on the business. Whatever profit accrues to the elevator comes from this margin. As it is almost without exception the same on all varieties of grain, it follows that the patron who brings low-priced grain to the elevator is of as much benefit to it as the patron who brings high-priced grain, and he should, therefore, receive the same patronage dividend.

The bulletin also outlines a system by which patronage dividends may be equitably distributed among a number of elevators which have sent their grain to one central organization for disposal.

AN official estimate said that Western Canada's grain crop will be worth \$455,034,000. This includes 567,411,000 bushels of wheat, oats and barley. The value is 37 per cent higher than the five-year average.



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

**Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.**

A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year
 English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, OCTOBER 15, 1916.

 Official Paper of the Grain Dealers' National Association
 and of the Illinois Grain Dealers' Association.

THE CONVENTION

THE National Convention at Baltimore, the official report of which is given in this issue, marks the end of the year of greatest accomplishment in the Association's history. It deserves careful reading by every member of the trade, for it shows in detail many important and permanent changes affecting the commerce in grain. Undoubtedly the outstanding feature of the meeting was the assurance by various members of the Agricultural Department of the confidence in the integrity of motive of the National Association, and of the settled policy of that Department to take the grain trade into its fullest confidence and to advise with them on every feature connected with the administration of the Grain Standards Act. This assurance came at a time when it was most needed, for there undoubtedly was considerable anxiety in grain circles that the Department had departed somewhat from its position of co-operator and was about to launch into a program which might have shattered that feeling of mutual confidence, maintained and developed during the past three years. The distrust manifested before the meeting was due to the changes in the corn grades, which go into effect on December 1. The changes are not of great moment and, as Mr. Brand said, are of method rather than changes in the intrinsic value of the grain represented. It was only because the trade did not know their interests were fully considered before the change was made that the uneasiness arose. As the administration of the Act and the determination of standard grades for wheat and oats are the most important things in the immediate future, it was quite essential that complete trust and understanding between the Government and the trade should

be re-established. That it was re-established to the complete satisfaction of every member present is a matter of profound congratulation, and easily transcends in importance every other feature of the meeting, important as many of them were.

THE CROP REPORT

GOVERNMENT crop reports for the last three months have had a progressive tendency toward emphasis of grain shortage. The October report, indicating conditions of October 1, shows further depletions in wheat production, while corn picked up a little and oats went back. Winter wheat estimate is 450,000,000 bushels, as against 655,045,000 bushels last year; spring wheat shows a loss of twice as much, 152,851,000 this year as against 156,351,000 bushels in September, and 356,460,000 bushels in 1915; total wheat, 1916, is 607,851,000 bushels, as against 1,011,505,000 bushels in 1915. Corn is estimated at 2,717,932,000 bushels, as against 2,709,532,000 bushels in September, and 3,054,535,000 bushels last year. Oats this year show 1,229,182,000 bushels as against 1,231,042,000 bushels on September 1, and 1,540,362,000 bushels last year. Barley is 183,536,000 bushels as against 49,190,000 bushels last year. Rye, 41,884,000 bushels October 1, and 49,190,000 bushels in 1915. Our carryover of wheat was about 160,000,000 bushels, which, with the year's production gave us a total of 767,851,000 bushels. Our domestic requirements for flour and seed are about 623,000,000, which leaves 144,851,000 bushels for export if we leave nothing for carryover. The carryover and wheat unfit for milling will probably equal 50,000,000 bushels, so that the actual surplus available will be under 100,000,000 bushels.

CASH VS. CREDIT

IN ORDINARY grain transactions between the country elevator manager and the farmer, the question of credit does not enter. As a matter of course the farmer gets his check when the grain is delivered. He sometimes also gets an advance on the crop before it is harvested, and doesn't pay interest on the advance either. But when the manager has something to sell to the farmer, lumber, coal, feed, tile or other bulky goods which elevators carry as a side line, then, of course, credit becomes a very important part of the transaction. In the article "Fertilizer a Profitable Elevator Side Line." Mr. Loomis quotes an elevator manager to the effect that he sells in the spring on open account with the understanding that the bills will be paid in the fall when the grain is threshed. This means a credit extension of from four to eight months without interest. Whoever does that must be getting a fat margin of profit or else be losing money, for experiences of hundreds of years in many lines of trade has shown that there can be no other alternative. Where long credit is extended a large profit should be taken; it is legitimate and proper. But the trouble comes when a dealer on long credit tries to meet cash terms. Fertilizer and other commodities are usually quoted at cash or 30-day prices, or at cash prices less transportation by mail order houses, so that the

dealer finds the farmer protesting vigorously at his rates with the result that the dealer meets the competing price and at long terms. This is not only unfair to himself but also to every other dealer who tries to do business on a reasonable basis. It is cut-throat competition which always ends in disaster. A farmer with the opportunities for banking credit now afforded him should be as willing to pay cash for what he buys as the dealer is to give a check for grain as it is delivered. For long years he has been humored and catered to, but the time has come when he must meet merchants on a square business basis as wide as it is long.

A PLEA FOR A PUBLIC ELEVATOR

RAIN handling facilities at New York are entirely inadequate to handle the influx of cereals which will come to that port for export when the State Barge Canal is finally opened for traffic. That was the premise upon which E. T. Cushing based his plea for a public elevator of 10,000,000, before the Waterways Convention at Troy, on October 5. The canal will provide the cheapest route of grain from the West and Northwest, and even from Western Canada to the seaboard, and at present, according to Mr. Cushing:

There is but one public grain store—Dows. Its capacity is only 1,800,000 bushels, which a few days' canal receipts would exhaust, and its facilities are entirely inadequate for handling any large volume of grain. An erroneous impression prevails among canal officials that the Erie Basin terminal, as it now is, provides for the grain tonnage of the canal; that the barges will land there and await transfer to ocean-going ships, which is all that is needed. Nothing could be further wrong.

The only thing that keeps the New York grain business going in normal times is the large amount of berth room available on the regular liners which take the freight in parcels on berth at rates below full cargo rates. Under present conditions New York cannot compete with Baltimore, Philadelphia and Newport News for full cargo business, which is of large volume, owing to the cheaper inland freights to those ports. The canal will reverse the situation.

The need of a state elevator at New York is based on the argument that a private house of this size would constitute a practical monopoly for canal borne grain, and in public hands would menace the best interests of the public. The situation is not without parallel nor the proposed remedy without precedent. At New Orleans a somewhat similar situation obtained with the grain handling facilities in the hands of three railroads, which, it was alleged, discriminated in favor of grain carried on their own lines. The result was the new state-owned and municipally-controlled elevator which, together with the warehouses, makes that port first in potential export facilities. Where there is free competition on belt line or connecting terminals these conditions do not exist, but where monopolistic features prevail it is inevitable that monopolistic practices should creep in. New York will have to have a canal terminal elevator; will it be built with private capital or by the state?

Even flat cars are being pressed into service as grain carriers in the West. The service is far from satisfactory, but shippers are nearly desperate.

EDITORIAL
MENTION

"The best convention of any kind that was ever pulled off," was the general verdict at Baltimore.

If Buffalo is as energetic and resourceful in entertaining the convention next year as she was in getting it, the meeting will be a hum-dinger.

The rates on ocean carriage for grain during September fell off from 5 to 25 per cent. Liverpool and London rates decreased from 16d to 12d and Copenhagen from \$6.50 to \$5.50 per quarter.

We are usually able to bear the news of wheat shortage in Argentine with fortitude, but this year a crop failure in our sister republic would be a real misfortune. The world needs the wheat.

Elevators and mills have closed down in considerable numbers in the Northwest on account of the scarcity of grain. The farmers are suffering less than the elevators, however, for they are getting record prices for their wheat.

In spite of the war and the tax on its resources, the Imperial Bank of Russia is going ahead with its program of elevator construction which was begun prior to the war. The new elevator in Samara with a capacity of over 2,000,000 bushels is reported about to be opened.

The constitutionality of the Warehouse Law in Nebraska has divided the state into opposing camps. Legal opinion of weight has enrolled on both sides and it appears that it will have to be decided by the supreme court before Attorney General Reed will make any prosecutions under the law.

Car shortage throughout the grain belt is causing heavy losses to producers and shippers of grain. Nearly every state has attempted to take some remedial measures, but as most grain cars enter into interstate traffic the difficulty can only be permanently settled by the Interstate Commerce Commission.

The fire losses of the month, as reported in this issue, were severe, although no very large elevator was consumed. Lightning was responsible for several fires and overheated bearings for others. In the majority of cases the cause of the fire is reported as unknown, but it is safe to assume that in 90 per cent of such fires the cause was due to carelessness or neglect.

According to the terms of the Grain Standards Act, State inspectors automatically are licensed by the Government. Inspectors employed by boards of trade and similar organizations come under the second class and will be required to pass an examination, which will probably consist merely of a record of service and a thesis, or a written description of the manner in which different grain is inspected. A third class of licensed inspectors is anticipated at country points, who will probably be paid in fees collected for work done. No rules have as yet

been formulated for this class. The Department of Agriculture has promised the issuance of full instructions relative to examinations within a short time.

If "Illini Chief," a strain of wheat developed by E. L. Gillham of near Wanda, Ill., is practically fly-proof as is claimed for it, the cause of one of our greatest grain plagues is in a fair way to being eliminated. It is said that the seed has been tested in fly-infested neighborhoods of several states and has given remarkable results in every case.

The Chicago *News* recently printed a letter from a woman reader, protesting against the price of bread, in which she states that the quantity of wheat in this country was 8 per cent less than last year but that in Canada it was 11 per cent more. She does not state the source of her statistics, but if they bear any relation to the organized effort to enforce wheat embargoes it would bear looking into.

The hay embargoes at New York have inflicted such hardship on shippers and consumers that general complaints are being prepared for filing with the Interstate Commerce Commission. The embargoes have been so stringent that the hay supply in New York City has hardly been adequate to meet the demand, with the result that consumers are obliged to pay from \$6 to \$8 more than they otherwise would.

The U. S. Seed Importation Act of 1912, which prohibited the importation of seed which contained over 3 per cent of certain weed seed or more than 90 seeds of dodder per pound, was amended in August to include the seed of rye grass and vetch in addition to those weeds originally listed. Every state should follow the Government in these restrictions and gradually eradicate the weeds which cause such enormous annual losses.

The yields of all grain this year is so much below last year that it invited some comparisons. Wheat this year will average about 11 bushels to the acre, and oats, 30.2 bushels per acre. The Government has records of wheat yields of 117 bushels to the acre and of oats, 184 bushels. And yet Secretary Houston is quite right in his statement that the average yield in America is two or three times as great as in Europe, where high yields are the rule, when the man and capital factors are taken as the units of comparison.

Dr. Ladd, president of the Agricultural College of South Dakota, recently gave out a statement to the effect that No. 4 and rejected spring wheat of this year's crop made flour of excellent quality, in fact above the average, inferring that shrunken and low grade wheat was of nearly if not quite the value of sound, plump grain. This would lead the farmers of the Northwest to expect a very slight discount on their rejected wheat, of which there is plenty, as Dr. Ladd is quoted widely in that territory and is regarded much as a second Moses, chosen to lead the farmers out of the wilderness of exploitation. Probably Dr. Ladd's assertion is true, good flour can be made from shrunken wheat, but its in-

justice lies in the fact that he does not take yield into consideration. It takes eight or ten bushels of shrunken wheat to make a barrel of flour, against $4\frac{1}{2}$ bushels of good wheat. This is reason for a sharp discount and Dr. Ladd, in all fairness, should make it plain.

The raid of the submarine U-53 had two marked effects on the grain trade. Prices fell off about three cents and ocean war risk insurance went higher than it has been since the *Emden* and the *Moewe* caused consternation among ship owners. War risks are now quoted as follows: Transatlantic, 6 per cent; Mediterranean, 6 per cent; Far East via Suez, 8 per cent; Far East via Cape of Good Hope, 4 per cent; South America, 4 per cent.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY
THE ACT OF CONGRESS OF
AUGUST 24, 1912

of "American Elevator and Grain Trade," published monthly at Chicago, Ill., for October 15, 1916.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade," and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—Mitchell Bros. Pub. Co., 431 S. Dearborn St., Chicago, Ill.

Editor—Richard Pride, 1352 Norwood St., Chicago, Ill.

Managing Editor—Newton C. Evans, Evanston, Ill.

Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

M. W. Mitchell, 506 M St., N. W., Washington, D. C.

M. B. Mitchell, Ottawa, Ill.

John E. Bacon, 818 Wilson Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is—(This information is required from daily publications only.)

A. J. MITCHELL,

Business Manager.

Sworn to and subscribed before me this 19th day of September, 1916.

MICHAEL J. O'MALLEY.

(Seal.) (My commission expires March 8, 1920.)

Note.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of this statement in the second issue printed next after its filing.

F. M. CORBIN
Kansas City.

NEWS OF THE TERMINAL MARKETS

J. H. COFER
Norfolk.

TO ESTABLISH TRADING IN RYE FUTURES

A committee has been appointed by Charles A. Krause, president of the Milwaukee Chamber of Commerce to investigate the practicability of establishing a regular trade in rye futures on the Milwaukee Board.

ENLARGE INSPECTION DEPARTMENT

State Grain Inspector S. D. Jarboe of Washington has equipped the grain inspection department at Spokane, Wash., with all the necessary apparatus for making moisture tests, thus placing that market on the same footing as Seattle and Tacoma.

NEW WESTERN CANADIAN GRADES

The Western Grain Standards Board of Winnipeg, Manitoba, Canada, have established three new grades to be known as Nos. 4, 5 and 6 special. The purpose of these grades is to take care of the large amount of rusted wheat coming to market this season.

JOINS MERCHANTS EXCHANGE

The St. Louis Hay Exchange, which has been conducted heretofore as an independent body, has been taken over by the St. Louis Merchants Exchange of St. Louis, Mo., and hereafter all hay will be inspected by the Merchants Exchange and subject to the regular fee for same.

A CAUTIONARY NOTE

"Holders of wheat are not pressing it for sale, as cash wheat continues to command good premiums, but many of the local bulls have taken their profits. Owing to the uncertainties of the times, prefer to wait for developments, as price changes might and could be extreme."—J. A. Edwards & Co., Chicago. Late market letter.

ORGANIZE A CREDIT BUREAU

A number of the leading grain and feed firms of Seattle, Wash., have organized a grain and feed department in connection with the Seattle Merchants Exchange, one of the objects of which will be to maintain a credit bureau and take an active interest in matters of legislation looking to a proper protection of the grain and feed trade.

DEPENDS ON THE TONNAGE

Pope & Eckhardt Company of Chicago point out that while the surplus of wheat in Australia and reports of the large purchases by the British Government there are bearish factors, a largely increased tonnage will, however, be necessary to make this volume in India and Australia available in a reasonable time for consumption in Europe.

OCTOBER STATISTICS

E. W. Wagner & Co. of Chicago give the following points on October grain market history:

"The Octobers of 1914 and 1915 brought net advances of around 6 cents in May wheat. Last October, May corn gained 3% on frost damage. In bullish grain seasons the October advantage palpably remains with the grain purchaser. In the 1910-15 period, May oats made their poorest display in October, 1913, with a net decline of 3%. In October, 1914 and 1915, May oats scored a small advance.

"Europe may be buying corn as an insurance against a short wheat supply. On the other hand, Argentine is exporting corn heavily and her old

crop surplus will probably be exhausted in late December. Her new crop exports commence in May. October, 1916, Argentina corn reserves are very small, at probably 30,000,000. For the July 1 to October 1, 1916, period the U. S. exports 15,000,000 corn, unusually large and the biggest since 1900."

SCOTT F. EVANS

It is a generally admitted fact that every experience through which a man goes, if rightly directed, adds something to his growth and worth. A great deal can be said about this matter of experience



SCOTT F. EVANS

and most of us like to gain ours for ourselves without the bother of taking the second hand experience of others. "It is a wise son that knows his own father," so Bill says, but the young man who strikes out for himself without depending too much on dad and dad's carefully worded advice, compounded from his long experience, is the son who is most likely to surprise his parent by eventually bringing home the coon skins.

A man who has always paddled his own canoe, meaning Scott F. Evans, of Baltimore, Md., is the subject of our sketch. Mr. Evans has constantly kept his head working during working hours and has maintained the proverbial one eye open when he slept. We mean by that, in short, that he has been honest, energetic, plain-spoken, and a producer of results. This has landed him, in his early prime, as manager of the Baltimore Pearl Hominy Company of Baltimore, Md., one of the largest institutions of its kind in the country and which carries on a very large and successful business.

Born on a farm in Jackson County, Ohio, December 28, 1874, Mr. Evans was taken by his parents to Minneapolis, Minn., when he was 6 years of age.

He attended the public schools of Minneapolis, graduating later from the University of Minnesota, and also taking a degree in the University of Minnesota law school. At the age of 20 he engaged in engineering work largely in connection with the building of grain elevators and mills, and these he has superintended or built from Alaska to New Orleans and from Seattle to New York. About three years ago the Baltimore Pearl Hominy Company's mills were rebuilt under his direction and about six months ago when the company was reorganized, due to failure of the old concern, the directors secured Mr. Evans as manager of the business.

To give an idea of the volume of business done, the white corn mill has a capacity of 10,000 bushels daily and the yellow corn mill an output of 5,000 bushels daily. There is said to be made at the mill a larger variety of corn products from white corn than is made in any mill in the country.

BUYING FORCE SUBSIDING

According to market letter of MacKenzie & Day of Chicago, under late date:

"The wheat trade is in a nervous condition and bearish sentiment has increased. Peace talk with commandeering of the United Kingdom stocks of wheat and flour by the British Government at Monday's closing prices, together with the buying of 18,500,000 bushels wheat in Australia by the British Government, had an unsettling feeling. It is said that there will be no more cable prices, but the trade is not alarmed over this announcement, as prices fixed by the British Government are not regarded as of great importance from a speculative standpoint."

FOREIGN NEWS MORE BEARISH

Harris, Winthrop & Co. of Chicago say, October 12:

"Foreign news was more bearish than for some time. It was said that England had bought wheat heavily in Australia and was arranging for its shipment. There were persistent rumors that recent peace rumors were worthy of some consideration. The announcement that the British Government had taken over all wheat and flour stocks in the United Kingdom was accompanied by a report that there would be no more Liverpool quotations cabled here. The market is an exceedingly nervous one and moves readily on a limited volume of trade. Influences at the moment are rather against values and would not be surprised to see the market work some lower temporarily."

DON'T HOLD TOO LONG

Logan & Bryan of Chicago, in Thursday's market letter, say:

"Broomhall's International Review called attention to the fact that the United Kingdom has a seven months' supply on hand at the ordinary rate of consumption and a 12 months' supply at reduced rate. Australia, it is said, will have an exportable surplus, including the new crop, of approximately 160,000,000 bushels, and it was officially announced that the British Government had purchased 18,500,000 bushels there and making arrangements for its movement. Coming as it does immediately following the announcement that the government decided to assume the handling of all imports of wheat and flour, this would indicate that other countries will be given preference over the United States. Peace talk, the submarine affair and the complicated export situation will in our opinion all

militate against an upturn of importance at this time, and we strongly favor liquidation of long lines.

"Weather conditions are perfect for drying the new corn crop, which is now moving in a small way in the West. Central Illinois interests are also anticipating a movement in the near future. We reiterate our advices that the situation is too unsettled to warrant an aggressive position on the constructive side of the market, and rather favor sales at current levels."

SHIPMENTS OF WHEAT TREBLED

The Lake Shippers Association, an organization closely affiliated with the Winnipeg Grain Exchange, held its annual meeting recently, at which Capel Tilt was re-elected president, Henry Smart vice-president, John Fleming, secretary, F. W. Young general manager. It is stated that since the organization was started several years ago, shipments of wheat through their clearing house have trebled.

ELECTION AT MINNEAPOLIS

The annual election of officers of the Minneapolis Chamber of Commerce Association, Minneapolis, Minn., was held October 5, resulting as follows: W. O. Timmerman, president; C. A. Magnuson, first vice-president; C. M. Case, second vice-president.

Directors chosen were: A. C. Andrews, B. F. Benson, H. S. Helm, J. H. McMillan, W. A. Howard. An amendment to the rules was adopted raising the annual assessment on memberships from \$70 to \$100 and the initiation fee from \$5,000 to \$7,500.

SITUATION STILL BULLISH

James E. Bennett & Co., Chicago, in this week's late letter say: "On wheat there was also considerable discussion regarding the probability of the British Government commandeering Canadian supplies which would shut off purchases of Northwest mills, who have recently been very good buyers in Canadian markets. The situation still appears bullish, but there are many unsettling features which may cause the bulls a great deal of uneasiness.

"Shipping and export sales of corn heavy and it still appears attractive as an investment on any fair decline. Cash demand for oats is good and consumption very heavy. Still feel friendly to oats on small setbacks."

BECOMES A GRAIN DEALER

An announcement of interest was made last month to the effect that J. Ralph Pickell, editor of the *Price Current-Grain Reporter* and secretary of the Council of Grain Exchanges, had joined the forces of the J. Rosenbaum Grain Company of Chicago. Mr. Pickell is not only an able writer but an experienced man of affairs, and his many friends predict a very large measure of success for him in his new line of activity. At the request of the Council of Grain Exchanges he will retain the secretaryship of that body, which he will conduct in connection with his new duties.

Following Mr. Pickell's retirement from the paper, P. S. Goodman, statistician for Clement, Curtis & Co. of Chicago, also announced his withdrawal from the *Price Current*, on which he had been known as a capable and interesting writer, more especially on financial topics.

OUR BOY SOLOMON ON SUBMARINES

"United Kingdom is anxious," says C. A. King & Co. of Toledo in letter of October 12.

"They import two-thirds of their food. Submarine devil or devils surprised them. They never dreamed of trouble on our coast. It shows they may have serious troubles securing their supplies from America. Their Government has taken entire charge of the grain business. They will arrange the boats and dictate the freights. Australian premier announced today that the British Government had purchased 18,000,000 bushels wheat there. There was a rumor that they would not quote publicly the foreign markets any longer. They may commandeer the Canadian crops. Argentine was still dry, but depressed by fears of trouble in shipping. Will

there be more submarine troubles on our coast? If serious they would almost stop our exports, restrict our war prosperity and put us on a domestic basis. These are war prices. We still have some exportable surplus unsold and many millions not yet exported. Don't get gay. Keep near shore, within the three-mile limit or you may get torpedoed. Submarine warfare shows plainly that our country needs more than the ocean to protect us from foreign intruders."

FEES ARE RAISED

An amendment to the rules of the Chicago Board of Trade was recently adopted by a large majority, raising the initiation fee from \$10,000 to \$25,000. An amendment was also approved making the fee for transferring memberships \$250 instead of \$100, except in case of the transfer of memberships of deceased members, when there is no charge.

TERMINAL NOTES

E. J. Grimes now has charge of the Cargill Commission Company's elevators at Minneapolis, Minn.

S. K. Felton was recently re-elected president of the Omaha Grain Terminal Elevator at Omaha, Neb.

H. H. Delno is now representing in Iowa the International Stock Food Company of Minneapolis, Minn.

The Vollmer-Clearwater Company of Lewiston, Idaho, has established a branch office at Minneapolis, Minn.

John H. Beyer, recently of Ft. Madison, Iowa, has joined the forces of the Kemper Grain Company at Wichita, Kan.

The Flanley Grain Company of Sioux City, Iowa, has engaged Charles Hart to represent them in Western territory.

A new high price was set for Chicago Board of Trade memberships early in October when a seat sold for \$7,300 net.

J. E. Carney, grain man as well as statistician along grain lines, has become associated with A. O. Slaughter & Co. of Chicago.

J. H. Jones, formerly in the grain business at Wichita, Kan., has engaged with the J. R. Harold Grain Company of that city.

The receipts of grain at Milwaukee, Wis., for the month of September were twice as great as the receipts for the same period in 1915.

C. P. Moss of the Moss Grain Company of Kansas City, Mo., is on a short vacation to San Francisco and other points on the Pacific Coast.

Earl Allen, recently with the Magee-Lynch Grain Company of Cairo, Ill., has become associated with H. S. Antrim & Co. of the same place.

The firm of Funch, Edye & Co. of New York, N. Y., has been enlarged by the addition of C. H. Betts, R. H. Godwin and George Rossen.

P. W. Cushman of the Produce Exchange, New York City, has been admitted to partnership in the firm of J. P. Bickell & Co. of Toronto, Ont.

E. W. Wagner of E. W. Wagner & Co., Chicago, Ill., who has been taking a month's recreation on the Pacific Coast, returned home October 10.

Wm. E. Justice, well known in grain circles of Chicago and the West, is representing Somers, Jones & Co. of Chicago in Iowa and Minnesota.

W. A. Croysdale has retired from the firm of Croysdale Grain Company of Kansas City, Mo., and, it is stated, will make his future home in California.

M. C. Johnson has left F. U. Davis & Co. of Minneapolis, Minn., to accept a position as traveling solicitor for the Fraser-Smith Company of the same place.

The Armour Grain Company of Chicago, Ill., held its annual meeting recently at which George E. Marcy was re-elected president and Edward A. James first vice-president and secretary. The following were elected vice-presidents: F. W. Croll, E. E. McDougall, H. D. Richeson, John Kellogg, and K. V. N. Nicol. C. W. Dingman was elected

treasurer and assistant secretary, and S. B. McGrew and E. H. Pratt assistant secretaries.

James N. Coughlin, recently with the J. Rosenbaum Grain Company of Chicago, has become associated with the Updike Grain Company at Milwaukee, Wis.

J. P. Kenny, formerly secretary of the Grain Exchange at Fort William, Ont., has been appointed secretary of the Retail Merchants Association for Rainy River District.

John H. Brinkman of the Western Elevating Company of Buffalo, N. Y., has succeeded John M. Bedford as secretary-treasurer of the Buffalo Elevating Company at Buffalo.

Taylor & Bournique Company of Milwaukee, Wis., has opened an office in New York City. H. Clay Shaw, recently in the Milwaukee office of the Cargill Commission Company, is in charge.

Secretary James H. Sherman and George Koch will represent the Wichita Board of Trade of Wichita, Kan., at the International Irrigation Congress, to be held at El Paso, Tex., October 14 to 24.

The Mason-Hawpe Grain Company has removed its headquarters from Kansas City, Mo., to St. Louis, Mo., where it has purchased a grain elevator. The company will maintain an office in Kansas City.

Charles B. Hill, who has been for a number of years past with Ellis & Fleming of Cincinnati, Ohio, has resigned his position with that house to take charge of the hay department of Ralph Gray & Co.

The Milwaukee Elevator Company has announced its change of name to the Milwaukee Grain Elevator Company and removal of the head office from Tacoma, Wash., to 533 Colman Building, Seattle, Wash.

The Kendrick & Sloan Company of Indianapolis, Ind., have been incorporated with a capital stock of \$5,000 to deal in hay and grain. The directors are Bert F. Sloan, O. D. Kendrick and W. E. Swartz.

The Anchor Grain Company of Wichita, Kan., has incorporated with a capital stock of \$5,000. The incorporators are S. B. Claren, Edwin and Eunice Flickinger, L. H. McLaughlin and Fred H. Summers.

Lieut.-Colonel Geo. Carruthers of James Carruthers & Co., grain dealers of Winnipeg, who has been commanding the Fifth Artillery Brigade of the Canadian Army, will shortly sail for Canada on sick leave.

Leonard J. Keefe now has charge of the consignment department of the Updike Grain Company of Milwaukee, Wis. Mr. Keefe has been for many years past with the grain firm of W. M. Bell & Co. of Milwaukee.

At the recent annual meeting of the Winnipeg Grain Exchange, Winnipeg, Manitoba, J. C. Gage of the Consolidated Elevator Company was elected president for the ensuing year, and W. R. Bawff, vice-president.

G. A. Beaulieu, grain broker of Montreal, has become associated with J. A. Byrne, late of Chaplin Bros. & Co. The new firm will be run under the name of Beaulieu & Byrne with offices at 115 Board of Trade Building.

M. H. Eshenburg, son of Peter H. Eshenburg, who manages the barley department of Logan & Bryan of Chicago, Ill., has also become connected with that firm, representing the cash grain department in Iowa and Central Western territory.

The firm of C. F. Marden & Co. of Boston, Mass., was organized October 1 with offices in the Boston Chamber of Commerce. Charles F. Marden, the head of the firm, has been for the past nine years the Boston representative of E. R. Bacon & Co. of Chicago.

A committee from the Baltimore Chamber of Commerce, consisting of Charles England, George S. Jackson, F. A. Meyer, J. C. Vincent and T. M. Maynard met with Charles J. Brand, chief of the Office of Markets of the Department of Agriculture, Washington, D. C., and Dr. Taylor, chief of the Bureau of Plant Industry, on October 6 for the pur-

TRADE NOTES

pose of considering the application of the new corn grades after December 1 and the general supervision of same.

Godfrey Morgan, manager of the Kellogg Elevator at Buffalo, N. Y., departed the first part of October for the Philippine Islands, where he will spend the next four months looking after the interests of Spencer Kellogg & Sons, Inc., of Buffalo.

At the recent annual meeting of the Chicago Board of Trade Mutual Benefit Association the executive committee of the past year was re-elected, as follows: Edward Hymers, R. W. Bell, Jos. M. McClean, Louis C. Brosseau and Adolph Kemper.

Alfred Brandeis of the grain firm of A. Brandeis & Son, Louisville, Ky., was a member of the committee of the Louisville Board of Trade named to entertain the members of the Federal Farm Loan Bank Board which visited Louisville the last of September.

J. A. Gunnell, secretary of the Missouri Grain Dealers Association, has engaged in the grain business at St. Joseph, Mo., with office in room 90, Corby-Forsee Building. Until a successor is chosen he will continue to act as secretary of the state association.

Former Assistant Chief Weigher A. E. Kahler of the Baltimore Chamber of Commerce, Baltimore, Md., has been promoted to the position of chief weigher to succeed James H. Warren, who has become manager of the Baltimore & Ohio Elevators at Baltimore.

The old grain firm of Ellis & Fleming of Cincinnati, Ohio, has been succeeded by Gowling & Fleming. Mr. Ellis retires after a successful business of 25 years' duration. Mr. Gowling is an experienced grain man and formerly served as manager of the Cincinnati Grain & Hay Co.

H. C. Jones & Co., Inc., announce their incorporation under the laws of the state of Maryland to carry on a grain and hay receiving and exporting business at Baltimore. Colonel Harry C. Jones is president of the corporation. Offices are in rooms 507 to 515 Chamber of Commerce Building.

The Stafford Grain Company, of which J. R. Stafford is the head, Cincinnati, Ohio, has purchased the grain elevator located at Third and Front Streets, formerly owned by the Gale Brothers Company. The company will continue its grain commission business, operating the elevator in connection.

J. A. Peterson, superintendent of the Western Maryland Railroad Elevator at Port Covington, Baltimore, Md., was married on October 5 to Miss Francis Benson of Excelsior Springs, Mo. Mr. Peterson was given a dinner at the Hotel Belvedere, Baltimore, by a number of his friends just before his departure for the West to claim his bride.

John T. Fahey & Co. of Baltimore, Md., cleared recently in the barkentine *Triton* from the Western Maryland Elevator 8,413 bushels of wheat for Esbjerg, Denmark. The barkentine looked like a pigmy alongside large ocean-going vessels and its contents represented the smallest full cargo of grain ever leaving Baltimore for a foreign port.

The firm of Lederer & Dickson was recently formed at Chicago, Ill., to carry on a general grain business. Mr. Lederer has been for the past 34 years a member of the Chicago Board of Trade and J. W. Dickson has been connected for the past four years with Adolph Kempner & Co. Both are men of wide experience and acquaintance in the grain trade.

The Armour Grain Company of Chicago, Ill., has taken a lease for 5 years of the mill owned by John B. A. Kern & Sons of Milwaukee. It will be operated as a 500-barrel oatmeal mill and pearl barley mill. The company does not expect to have its Chicago oatmeal plant in operation for several months. This mill is now in process of construction, adjoining the Armour Minnesota Elevator. The contract for the working equipment was placed with the Nordyke & Marmon Company of Indianapolis, Ind.

Deverell, Spencer & Co., grain elevator builders of Baltimore, Md., have been awarded the contract by the Tioga Mill & Elevator Company of Waverly, N. Y., for a 50,000 bushel concrete grain elevator.

The Morris Grain Drier Company of Milwaukee, Wis., has perfected and will shortly place on the market a new portable grain drier. It is mounted on wheels and can be moved with a team or other power.

Some special advertising was done at the recent convention at Baltimore, Md., by the Kerosene Carburetor Company, Inc., of Frankfort, Ind., of their Kerosene Carburetor. Sales of this device continue large and it recommends itself by very many advantageous points.

The Johnson & Field Manufacturing Company of Racine, Wis., recently suffered a loss of some \$25,000 through damages to their plant by fire. There will be no delay, however, on shipments of their popular Racine Dustless Separators and deliveries are being made in their usual prompt manner.

Witherspoon-Englar Company of Chicago have the contract for a new 600,000-bushel addition to the Chicago, Milwaukee & St. Paul Railway elevator "E" at Milwaukee, Wis., operated by the Taylor & Bournique Company. The elevator will be erected on plans by R. H. Folwell of Chicago and the foundation for same is now being laid.

Joseph Dixon Crucible Company of Jersey City, N. J., publishers of *Graphite*, the interesting little magazine which contains very much excellent information for power users generally, will send same gratis to any one interested in the subjects which it so ably presents. It appears monthly and is one of the best house organs published in this country.

The recent large number of orders for the Climax Scoop Truck, manufactured by the Detroit Scoop-Truck Company of 2227 W. Jefferson Avenue, Detroit, Mich., would seem to indicate that grain elevator owners are appreciating the merits of this handy device. The Climax Scoop Truck is a scoop on wheels which carries 2½ bushels of grain and 200 pounds of coal. It is said a boy can do more with it than 5 men with hand scoops.

The Hess Warming & Ventilating Company of Chicago has an order from the British Government for a Hess Drier and Cooler for maize to be sent to the governor of the colony of Mauritius, an island off the east coast of Africa in the Indian Ocean. The order came direct from the crown agent for the colonies and is a duplicate of similar driers furnished for several of the British colonies. The company also had a recent order for a Hess Drier to go to the Philippine Islands for drying maize and copra.

"Twelve hundred and fifty men are now engaged in the work of erecting new buildings for The Goodyear Tire & Rubber Company at the plant at Akron, Ohio," said H. S. Quine, secretary to the president, when asked about present conditions and future prospects. "Not many years ago there were fewer men than that on the entire factory payroll. In about 16 years the company grew up to a point when it could point to a 47-acre floor space factory. Now, in two years, we are practically doubling what it took us fully 16 years to achieve. That's the Goodyear answer to 'how's business?' and 'how are prospects?' Goodyear building operations now include more room for the office force as well as the factory workers. The new factory buildings will give Goodyear a much larger capacity, both for tires, mechanical goods, and the well known 'Klingtite' elevator belts. One new building, Plant

5, now nearing completion, is to be purely a mechanical goods factory. Incidentally, it will be easily the largest single factory in the Goodyear group—and we expect it to be conspicuously efficient in turning out millions of Neolin soles for the shoe market. The separation of mechanicals from Goodyear tire manufacture will also make possible a greater tire capacity per day. Goodyear Cord Tires, which have grown so rapidly in popularity in the past few years, need more room for their production. The present building activities are meeting that need. Goodyear believes in preparedness, and faces the future not only well pleased with its present position, but ready for all eventualities. Within a year we expect to be employing 20,000 men—at Akron, making Goodyear products."

George J. Noth, Chicago, Ill., Western manager for Sprout, Waldron & Co., Muncy, Pa., advises the "American Grain Trade" that his force has recently acquired a very valuable addition. Says Mr. Noth: "In order that I may be able to take care more promptly of the continued increased demand for Monarch machinery, installed according to the 'Monarch System' throughout this Central and Western territory, the stork called at our house last month and presented us with an additional milling engineer. The new arrival is a regular salesman of the first grade and weighed 9 pounds and 13 ounces, therefore well equipped to tackle the largest jobs. He has all the earmarks of being a real hustler."

The grain trade at large is being rapidly convinced of the value of the Zeleny Thermometer System as a means of ascertaining the temperature, at any time, of grain in storage tanks. The Western Fire Appliance Works of Chicago has had a number of large contracts this season, some of these including new contracts, being as follows: Chicago & Northwestern Elevator at Chicago, Ill., 210 tanks; Chicago & Northwestern Elevator at Milwaukee, Wis., 60 tanks; Trans-Mississippi Grain Company Elevator at Omaha, Neb., 52 bins; Soo Line Elevator at Minneapolis, Minn., 30 tanks; Pillsbury Flour Mills Company Elevator at Minneapolis, Minn., 43 tanks; Red Star Mill & Elevator Company Elevator at Wichita, Kan., 25 tanks; Star & Crescent Milling Company Elevator at Chicago, Ill., 24 tanks; Pennsylvania Railroad Elevator at Girard Point, Phila., 282 tanks; Hales & Edwards Company Elevator at Chicago, Ill., 15 tanks. The system has also been specified in the new elevator to be erected at Canton, Md., by the Pennsylvania Railroad, in the new Missouri, Kansas & Texas Railway Elevator at Kansas City, Mo., with 76 tanks, and in the new Baltimore & Ohio Elevator at Baltimore, Md.

GRAIN receipts at the Canadian Northern Elevator at Port Arthur, Ont., which is the world's largest elevator, for the year just closed, were 55,884,560 bushels, more than three times what they were in the previous 12 months. There were 39,582,531 bushels of wheat this year. Total receipts at the elevators of the twin cities of Port Arthur and Fort William amounted to 286,081,513 bushels of wheat, 79,836,082 bushels of oats, 10,355,545 bushels of barley and 5,038,115 bushels of flax.

THE War Department of the United States has awarded the Northern Grain & Warehouse Company of Portland, Ore., the contract to supply 1,700 tons of oats to be shipped to Hawaii for Government use. The full contract called for 3,200 tons, but the business apparently was divided between Portland and Puget Sound.

NEWS LETTERS

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

WHEAT traders were surprised, but well pleased at the action of the speculative market recently, when a run of bearish news failed to depress prices more than momentarily, and when the recovery saw the market mount to new high records on the crop. When the report spread that Ambassador Gerard was on his way home from Europe bearing a definite peace proposal from the Kaiser for submission to the Allies, the market ran off rather sharply, then recovered when the report was discredited, although vouched for by one of the foremost bankers of New York City.

Hardly was this influence passed than the speculative structure of the market was shocked by German submarine activities off the New England Coast, and fear that export shipments of wheat to Europe might be materially interfered with in the near future, by a revival of ruthless destruction of neutral shipping by German submersibles. This factor dropped values 4 cents, but the recovery was complete, and the rally in the market only the more forcibly demonstrated the intrinsic strength of the present speculative position. Back of the market's strength was continued drought in the Argentine, where conditions are such as to bring forth official estimates of an exportable wheat surplus from the present crop of only 68,000,000 bushels, against 100,000,000 bushels a year ago.

The carryover of old wheat in all foreign producing countries from the 1915 crop was undoubtedly large, as the world's crop that year broke all records at 4,127,433,000 bushels. It is this stock of old wheat that makes the world's total supply largely in excess of last year's, and makes the peace talk more interesting; for the war has cut off from export to Europe the surplus of two crops raised in Russia, and unmarketable owing to the Dardanelles being closed, and Broomhall estimates the surplus stocks of wheat held in Russia now, with another crop about to be harvested, at nearly 500,000,000 bushels.

* * *

The St. Louis Hay Exchange has been consolidated with the Merchants' Exchange and since October 1 the inspection of all hay has been taken over by the Merchants' Exchange, and the regular fee charged. A hay department has been organized by the Merchants' Exchange to take care of the Hay Exchange's business, and all inspectors and weighers will be employed by the Merchants' Exchange. The Merchants' Exchange recently adopted regulations similar to those employed by the Hay Exchange and this caused members of the organization to return to the parent body. Martin Mullally is chairman of the new Hay Department, and H. N. Manning, secretary. The new committee is W. H. Toberman, W. B. Klosterman, H. L. Boudreau, J. D. Mullally and D. W. Clifton.

* * *

A large export business in wheat has been done from the St. Louis market in the last 30 days. Much of the shipments have gone by way of the Gulf. Export flour business also has shown some improvement.

* * *

C. C. Orthwein, now in the grain business in Kansas City, but formerly in the same business in St. Louis, was on the Merchants' Exchange last week with Arthur C. Petri, representative of Fin-

ley Barrell & Co. of Chicago. Mr. Orthwein received a hearty welcome from his many friends on the floor.

* * *

William F. Geigel of the Valier & Spies Milling Company, Mason Hall Hawpe and J. Sidney Smith of the Mason-Hawpe Grain Company, Kansas City, have been admitted to membership in the Merchants' Exchange.

* * *

Charles Rippen, traffic manager of the St. Louis Merchants' Exchange, went fishing recently. Besides telling his friends how many fish he caught, Mr. Rippen is telling about the one that got away.

* * *

According to A. C. Petri, T. E. Price, W. B. Anderson and Bert Lang, who have farms near St. Louis, the winter wheat acreage in the vicinity of the city promises to be increased over last year. Weather was ideal for preparing the soil for the new seed and the plant has had ample moisture for its start. Reports received from Illinois millers and grain dealers also indicate an increased acreage in Illinois, immediately east of the Mississippi River.

* * *

Cash No. 2 red wheat sold on the St. Louis Merchants' Exchange recently at \$1.72, the highest price since 1877, when it touched \$2.22 in April. During the Civil War period, or immediately after, it sold as high as \$3.85 in April, 1867. Many traders believe that it will sell well above \$2 before the next crop.

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

THE long-discussed separate grain corner in the trading floor of the Cincinnati Chamber of Commerce, for the benefit of the Grain and Hay Exchange, became a reality on September 26, or thereabouts. At least, the physical barriers separating the section allotted to the grain men were then erected, consisting of handsome brass posts at 6-foot intervals, with loops of chain between them. At several points these chains are removable, furnishing entrances and exits at will. The new arrangement, as a matter of fact, involves comparatively little change in the placing of the grain tables and other facilities, the tables remaining just where they were. The telephone booths have been scattered around somewhat, however, enabling some of them to be reached more readily than before. The recalcitrant "old guard" of the Chamber, which has been objecting to the consummation of the contract whereby the separate grain corner was established, threatened to disregard the barrier in order to demonstrate their rights to all parts of the floor. One or two of them stepped over the chains a few times in token of their refusal to recognize the separate and exclusive grain corner, but there was no revolution of any great violence, and the Exchange may be considered as fully and permanently established in its own exclusive trading quarters. The posts and chains can be removed in order to leave the entire floor of the room unobstructed for meetings.

* * *

The soaring price of wheat, which has resulted in several announcements on the part of Cincinnati bakers of increased bread prices, brought about a petition recently, addressed to President Wilson, for an embargo on wheat for export. The Tri-State

Master Bakers' Association of Ohio, Indiana and Michigan, whose secretary, W. G. Herbold, lives in Cincinnati, adopted resolutions favoring a complete embargo, or at least some restriction, on the export of wheat, on the ground that there is danger of an actual shortage in the supply available to meet domestic requirements. Reciting this, the resolutions go on to say: "We earnestly petition the properly constituted Federal authorities to impose such restrictions and restraint upon the further export of American wheat as will conserve the present crop for home consumption. In justification of this request we cite the facts indicated by the Federal census of 1912, that not to exceed 2 per cent of our population is interested in wheat prices from the standpoint of the producer, while 98 per cent is interested from the standpoint of consumer, and that forcing our people to bid for our own wheat in competition with Europe imposes upon them at today's prices an additional cost of \$25,000,000 a month." This, of course, merely presents one of the interested views on the question of grain prices, and suggests artificial control of a natural movement.

* * *

The report of the Ohio Board of Agriculture for October, which has just been published, reveals the fact that crops are on the whole the poorest in years, in spite of which the farmers are in a high state of prosperity, on account of the high prices which they are receiving. The average yield of wheat over the state, the Board reports, was only 12 bushels to the acre, with 27 bushels of oats to the acre. The total wheat crop is figured at 17,125,000 bushels, and corn is estimated at 69 per cent of normal. The oat harvest is given as about 42,000,000 bushels. Fall seeding is progressing actively, but has been hampered by the scarcity of labor.

* * *

George A. Collier, a grain dealer of Springfield, Ohio, has filed in the United States District Court at Cincinnati a voluntary petition in bankruptcy, with liabilities of \$21,312.73 and assets of the estimated value of \$22,828.11. Among the assets are a grain elevator on the Yellow Springs Pike, valued at \$7,500, grain and other stock, \$4,000, and insurance policies amounting to \$8,000. Banks and supply concerns are among the larger creditors.

* * *

The Grain and Hay Exchange of the Cincinnati Chamber of Commerce has been instrumental in bringing before the Council of Grain Exchanges a proposed new method of determining the acreage of various crops planted and the quantity of grain harvested, and the matter will be taken up, it is understood, at the January meeting of the Council. Under the proposed plan, Congress will be asked to pass a bill requiring all farmers to file detailed reports with the Department of Agriculture giving the required information, while threshing-machines will be licensed and required to report all grain threshed. The importance of more accurate and complete reports along these lines has been recognized for several years, and the Cincinnati plan seems to have elements of value in it.

* * *

The retirement on October 1 of James W. Ellis, one of the veterans of the Cincinnati grain trade, from the firm of Ellis & Fleming, resulted in the organization of a new firm, Gowling & Fleming, which succeeds the old concern as proprietor of the Cincinnati Grain & Hay Company. The new member is Alfred Gowling, who has been vice-president and treasurer of the company for a number of years. Mr. Ellis has been in business in Cincinnati for over 30 years, and is one of the most popular members of the Exchange. While he will retire from active business to enjoy the fruits of his labors, he will retain his membership in the Chamber of Commerce. A. L. Heile continues as president of the Cincinnati Grain & Hay Company.

* * *

Alive, as ever, to the interests of Cincinnati receivers and shippers and their customers, G. M. Freer, manager of the Traffic Department of the

Chamber of Commerce, has filed protests against the action of the Interstate Commerce Commission regarding switching charges on grain on the Cincinnati, Indianapolis & Western, as well as with the Ohio Public Utilities Commission, and both bodies have informed him of the suspension of the orders issued.

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

KANSAS CITY again made a good record in receipts, the September arrivals being far ahead of the same month a year ago. The wheat receipts were 8,797,950 bushels, the largest in the history of the market except for the 13,000,000 record of 1914. The corn arrivals in 1914, however, were very small, comparatively, while in September of 1916, they were 715,000 bushels, below several past years, but above the average. Oats receipts made the biggest jump, totaling 1,796,900 bushels, ahead of any previous record.

A feature of the wheat trade in September was the purchase of several cars of soft wheat in the St. Louis market by a Kansas City mill.

Half of the men traveling "in grain" representing Kansas City firms have become members of the new organization, the Kansas City Traveling Grain Men's Association, which was formed last summer. Its first meeting of a general nature was held recently, in the directors' room of the Board of Trade, Major Moberly, president, presiding; E. R. Welch, acting in his capacity as secretary, and F. O. Zimmerman, in his as treasurer. W. G. Haseltine is vice-president. A constitution and by-laws were adopted. B. C. Moore, president of the Board of Trade; E. D. Bigelow, secretary of the Board; E. J. Smiley, secretary of the Kansas Grain Dealers' Association, and T. J. Tanner, representing a local market paper, were elected to honorary membership. A program of addresses was given, on subjects closely connected with grain and the market. Alfred G. Hertz told of the history of the Kansas City Board of Trade; Elmer Stripp explained about hedging; M. C. Fears of the Missouri Inspection Department talked on inspection. The Association has adopted the motto, "Kindness, Candor, Truth, Gentility and Allegiance."

The Board of Trade voted for a holiday on Columbus Day, and the annual tournament of the golf players of the Board was held at the Hillcrest Club, the event being arranged by F. P. Logan.

B. C. Nunn, for several years weighmaster for the Board of Trade, died recently at a Kansas City hospital. He was born at Owensboro, Ky., in 1865, and came to Kansas City in 1900. He is survived by his wife, his mother and a brother. He was a member of the I. O. O. F.

William A. Croysdale has retired from active business as the senior member of the Croysdale Grain Company, and will spend some time in California. He entered the grain trade in Kansas City with his father and brother 25 years ago. The firm name will be continued, D. L. Croysdale managing the business.

James L. Root, president of the Root Grain Company, died in the Board of Trade trading hall at Kansas City, after entering the speculative pit presumably to give an order. It was shortly after 1 o'clock, on October 3, and just before the signal was given for the closing of the market. He had said a short time previously that he was not feeling well, and had left the room. When he returned, and went to the pit, he paused a moment, and laid his hand on the arm of F. P. Logan; he crumpled, and fell, and was carried to one of the sample grain

tables. Members gave artificial respiration, but he could not be revived, and before medical help had arrived he was dead. Mr. Root was 51 years old, and was born at DeKalb, Ill. He came with his parents to Kansas in 1882, the family settling at Ellsworth. He came to Kansas City in 1897, and joined the Board of Trade. He has recently been handling the cash grain business of the firm, during the absence of F. L. Ferguson, the salesman. Mr. Root is survived by his wife, and an adopted son, Warren E. Root.

Seventy-five members attended the latest monthly dinner of the Kansas City Grain Club, which was held at the Hillcrest Country Club. The new Federal Grain Standards Act was discussed. The principal speaker was J. H. Watson of the Merchants' Exchange of St. Louis.

The Orthwein-Matchette Company is providing for itself one of the most commodious and convenient trading rooms in the city, through the enlarging of its quarters in the Dwight Building. The quotation room is being moved to the rear.

Several elevator companies notified the trade last month that shipping in coal cars, because of the shortage, would be at the risk of sellers as to the condition, the inspection at the elevator being the basis of settlement; and that a fee of \$10 would be charged for unloading such cars.

The building in Kansas City, Kan., occupied by the Schilling Grain Company was destroyed by fire recently, with a loss of about \$15,000 in hay and grain, partly insured.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

RECEIPTS of grain at Duluth elevators have been averaging only a fraction of what they were a year ago, and that is taken to reflect the falling off in production of spring wheat in the Dakotas and Minnesota this season.

As a consequence of the quiet handling situation, the elevator interests at the Head of the Lakes are preparing to curtail expenses as far as possible through closing down their surplus capacity. The Consolidated Elevator Company has so far closed down its Elevator "H." and may discontinue operations at another house within a few days. The Globe Elevator Company has shut down its Superior plant, and is relying upon its modern fireproof house on the Duluth side of the bay to take care of the business offering during the remainder of the season. The Cargill Elevator interests announce that they will keep both their houses going if possible up to the close of the navigation season.

The large percentage of lightweight wheat coming to hand continues the outstanding feature, but of late the mills have been taking everything in the way of millable wheat, as they are becoming anxious on the score of supplies being sufficient to carry them through once the movement eases off further after the close of navigation. As a consequence liberal cash premiums are being paid, and growers are realizing prices much higher than their most sanguine expectations. A car of 64-pound No. 1 hard wheat brought \$1.80 per bushel one day this week, but a few minutes later, with the advance in the market in the interval, another trader put through the sale of a car of No. 1 Northern at the same price.

Grain merchants have been interested in the good movement of Montana hard winter wheat this way during the last three weeks. This bears out forecasts made during the past month regarding the average good yields over that state. The bulk of the grain coming to hand from Montana is grading

up exceptionally well, the kernels being heavy and plump. Production of durum in Montana is said to show a remarkable increase this year. Breakfast food manufacturers have been hot on the trail for it of late over that territory in view of the shriveled up condition of the grain grown in western South Dakota.

The extent to which durum production fell off on the last crop is to be judged by the fact that a Duluth house specializing in it has compiled estimates showing an output of only 10,000,000 bushels this year, compared with a yield of between 50,000,000 and 55,000,000 bushels in 1915. That accounts for the recent reversal of form in the market, with durum commanding a premium of 4 cents over spring wheat on the Duluth Board in a comparison with its going at about that discount a month ago.

A note of alarm has been sounded on the score of scarcity of durum for seed next spring. With all but a very small percentage of the durum threshed out in the Dakotas being lightweight this season, operators express alarm as to where seed to take care of the usual acreage is going to be picked up. It is thought probable that plans to provide durum seed for Western growers will be formulated in the near future.

R. H. Adams, president of the American Linseed Company, was a visitor on the Duluth Board of Trade this week. Flaxseed operators on this market were interested to know that Mr. Adams feels bullish regarding the flaxseed situation. "The severe drought in Argentina is a real calamity," he said. "We have known through our correspondents for some weeks that harvest conditions in that country are serious. Just how bad they are may be judged by estimates as low as 10,000,000 bushels on this season's yield, compared with between 38,000,000 and 40,000,000 bushels last year." He expressed the opinion that Duluth is now the cheapest flaxseed market in the country, it being estimated that on its present market basis Argentine flaxseed cannot be laid down at New York under \$2.80 a bushel.

The strong demand for oats and in fact for all coarse grains has been a feature on the Duluth market of late. During a recent trip over the Northwest, R. M. White of the White Grain Company, noted that farmers are showing a disposition to take up mixed farming more extensively and that as a consequence of the development of dairying and the high prices being received for coarse grains, returns from their current season's operations will be satisfactory to agriculturists in spite of the falling off in wheat production. This is quite different from the situation at the time of the spring wheat failure of five years ago when many farmers did not raise sufficient potatoes and vegetables for their own needs. Had the bumper wheat harvests of 1914 and 1915 been repeated this season, Mr. White is of the opinion that the mixed farming propaganda would have been set back five years at least. As it is he found that Northwest farmers are endeavoring to augment their herds, and in consequence the sale of oats and feedstuffs is being materially promoted this fall.

"We are banking upon a good trade in oats and coarse grains this season," said W. C. Mitchell of Randall, Gee & Mitchell Company. The production of coarse grain in the Northwestern States this season was heavier than had been generally estimated, and that, with the good carry-over from the 1915 crop, should give dealers considerable to do in the merchandising line, he thinks.

Duluth operators are still hopeful that a fair tonnage of Canadian bonded wheat will be brought down to Duluth elevators before the close of the year. On account of the shortage in spring wheat supplies for the milling trade, millers here have been picking up Nos. 4, 5 and 6 grades, Western Canada wheat. They are enabled to do that

through prices being scaled so as to admit of the payment of the duty while those grades of bonded wheat are of fair milling quality.

* * *

The contractors are making good progress with the 1,500,000-bushel addition to the Capitol Elevator Company's plant here, and it is hoped to have it ready to go into operation by November 15 next. The company is exceptionally well situated in that both its houses are at present filled. As the company has other grain under contract for delivery at its plant from the interior, its management is counting upon being able to use its new house to good advantage this season.

BUFFALO

ELMER M. HILL CORRESPONDENT

ELEVATING and grain interests throughout western New York were greatly interested in the hearings in Buffalo, Lockport and Jamestown before the joint legislative committee which is hearing the charges of certain farmers against the New York State Retail Feed Dealers' Association, who claim there is a conspiracy to prevent

the investigation was started by the state legislature.

At Lockport Howard M. Whitbeck, president of the Federal Milling Company and vice-president of the Thompson Milling Company, was examined in connection with his relations with the state associations. He declared the greatest loss of his companies is in short weights. He declared that on lake shipments, vessel-owners made good the losses, while railroads are slow to pay. James O. Rignel, a feed dealer of Lockport, was also examined. Much of the evidence adduced at the western New York hearings has been given to the Attorney General for further investigation.

* * *

Grain receipts at this port during September showed a considerable decrease from the corresponding month of last year, but receipts to date during the season are greatly in excess of the movement in 1915. Receipts in September were 14,945,792 bushels as compared with 20,845,886 bushels in August and 19,767,582 bushels in September, 1915.

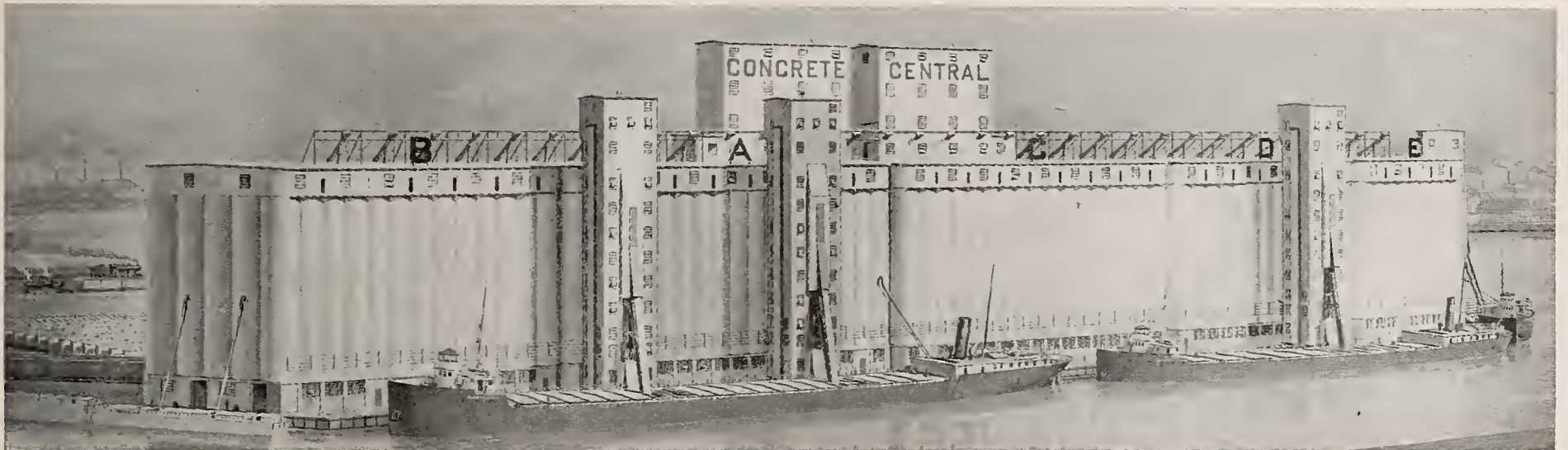
* * *

Increased demand for grain tonnage has forced the carrying charge from the head of the lakes to Buffalo up to 5 cents. Several charters at this figure have been reported within the last two weeks for loading during the last 10 days of October. Shippers at Lake Superior ports are bidding for storage capacity and for boats to load during the

ideas which suggested themselves on the train returning from Baltimore. "The 1917 convention will be some meeting," is the expression of all.

* * *

Local elevating and grain interests are co-operating in a movement to widen the north harbor entrance from 170 feet to at least 432 feet to meet the increased demands of commerce. Several hearings have been held before Government engineers, who are apparently much impressed with the necessity of a wider harbor. Buffalo's importance as a grain market with increased receipts and larger grain storage elevators was impressed upon the engineers by representatives of foremost grain companies. "Of course Buffalo needs a wider harbor," said L. E. Harmon, president of the Buffalo Cereal Company. "The growing demands of commerce make a wider harbor entrance an absolute necessity." L. S. Churchill, president of the Churchill Grain & Seed Company, one of the foremost grain merchants in this market, is another enthusiastic advocate of the desired improvements. Edwin T. Douglass, a director of the Eastern Grain, Mill & Elevator Corporation, declared that the harbor entrance should be triple the present width to accommodate the large lake grain carriers. James A. Stevenson, manager of the Mutual Elevator, declared the entrance is a reproach to the city. "It is impossible for vessels of modern size to get in and out of port with ease and safety." William B. Gregory of the



HOW THE CONCRETE-CENTRAL ELEVATORS AT BUFFALO WILL APPEAR WHEN COMPLETED

them from buying feed and grain in carload lots.

Maxwell Nowak of the Nowak Milling Company testified that Buffalo handles between 75,000,000 and 80,000,000 bushels of grain for distribution in the states of Pennsylvania, New Jersey, New York and sections of New England every year. He discussed the accusations of farmers in this market and vigorously denied any conspiracy or boycott against them. He explained that Buffalo elevators have a system of weighing inspection to prevent so-called shortages and that all houses are exceptionally careful in regard to weights. Others who appeared before the committee were James A. Stevenson of the Mutual Elevator Company, C. F. Strassmer of the Connecting Terminal Elevator Company, William Ward of Townsend & Ward, grain dealers; H. D. Watters, George E. Pierce and Fred E. Pond, representing the Buffalo Corn Exchange. Mr. Pierce also appeared on behalf of the Monarch Elevator Company, of which he is manager. Frederick A. McLellan appeared for the H-O Company, one of the largest buyers of grain and feed in this market.

A large amount of correspondence between the Association and feed and grain dealers throughout western New York was read, which tended to show evidence of the conspiracy charged by the farmers and small feed and grain dealers.

At Jamestown the legislative committee investigated the methods of the Mutual Millers' & Feed Dealers' Association. William G. Purdy, a Jamestown miller, and other local grain and feed merchants testified they have been injured by a so-called "black-list," which, they allege, is maintained by the Association. Others declared they were on the verge of appealing to the district attorney when

first half of November. They are offering 5 cents. There will be only a few storage ships available for that loading period and they will not be placed ahead at the figure named. It is not likely vesselmen will charter ahead for storage cargoes at Buffalo for less than 6 cents. There is a big demand for boats on their last trip, but comparatively little business has been lined up.

* * *

Godfrey Morgan, manager of the Kellogg Elevators on the Buffalo River, has sailed for the Philippine Islands in the interests of Spencer Kellogg & Sons, Inc. He will be gone about four months. Before leaving for San Francisco, where he sailed on October 14, he was presented with a handsome gold watch by the Rotary Club, of which he is a member. A dinner was also given in his honor at the Iroquois Hotel by his marine friends, which include elevator and grain men, vesselmen and shippers. At this dinner he was given a traveling bag. Mr. Morgan is one of the most popular local elevator managers.

* * *

The new Dellwood grain elevator has joined the Lake Grain Elevating Association. The house has a storage capacity of 1,000,000 bushels, and is of concrete construction throughout.

* * *

Fred E. Pond, secretary of the Buffalo Corn Exchange, has returned from the Baltimore convention of the Grain Dealers National Association, bubbling with enthusiasm because the next year's convention will be held in Buffalo. Local grain men are planning big things in connection with the 1917 convention and they are already talking over some

Western Elevating Corporation urged greater co-operation among all marine, grain and elevating interests in an effort to have the government make the necessary improvements.

* * *

John H. Brinkmann, secretary-treasurer of the Western Elevating Association, Inc., has been elected secretary-treasurer of the Buffalo Elevating Company to succeed the late John M. Bedford. For many years Mr. Brinkmann has been prominently identified with the grain elevating and forwarding business at Buffalo and prior to joining the staff of the Buffalo Elevating Company he was assistant secretary of the Western Elevating Association before it went out of existence early last spring.

* * *

The second structure of the series of grain elevators which will eventually have a total storage capacity for 4,500,000 bushels, now being built by the Eastern Grain, Mill & Elevator Corporation, has been completed and placed in operation. The structure is of concrete construction throughout and has a capacity for 1,000,000 bushels. This newest house, together with the 1,000,000-bushel concrete elevator completed by the company a year ago, greatly increases the port's facilities for handling ex-lake grain with great rapidity. The combined Concrete-Central Elevators will have a total unloading capacity from boats of 1,000,000 bushels a day and three large grain carriers can be unloaded at one time. The structures will also have facilities for loading and unloading canal boats and can load 1,000,000 bushels into cars every 24 hours. All operations can be continued simultaneously without interfering with each other. Car storage yards

capable of handling 500 cars have been completed and this capacity will eventually be increased to 1,200 cars. Modern Hess Driers will be installed for handling wet and damaged grains. Ground for the new Central Elevator has been broken and construction work is being rushed by the Monarch Engineering Company of Buffalo, which firm has the contract. The view shown on Page 259 is the architect's conception of how the combined Concrete-Central Elevators will look when completed.

* * *

John M. Bedford, who for many years has been prominently identified with the grain trade of Buffalo, and who was known throughout the Great Lakes district, died at his home two weeks ago. He had been in failing health for the past year and death was due to a complication of diseases. He was 79 years old. At the time of his death Mr. Bedford was secretary-treasurer of the Buffalo Elevating Company and was engaged in the grain forwarding business. He was always active in Republican politics and in the early eighties Mr. Bedford was postmaster of Buffalo. He is survived by his widow and one daughter.

* * *

United States inspectors of steamboats at Buffalo and other ports along the Great Lakes recently held a conference with ship owners, builders, naval architects and Secretary Redfield of the Department of Commerce regarding proposed regulations as to load lines and bulkheads on grain and other freight carrying ships to secure greater safety during the fall gales. Government officials declared there has been a tendency on the part of shippers and vessel owners to overload because of high freight rates, and inspectors have been warned to stop this.

* * *

Fear of a strike of grain shovelers at this port recently sent a chill down the spines of elevator and grain men at Buffalo, but the difficulties have all been satisfactorily adjusted and the men are working almost continuously in an effort to keep pace with the continuous procession of grain carriers which are arriving from ports on the upper lakes. The men objected to the stevedore system in vogue at Duluth and Superior and would have gone on strike out of sympathy to men at these upper lake cities.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE is enjoying an unusually large grain trade compared with last year. During the first week of October there were receipts here of no less than 1,780 cars of grain, compared with 1,170 cars a year ago. This is an increase of more than 50 per cent over 1915 harvest business. To prove that this is not merely big trade for a single week, it might be stated that the receipts for the week previous were 1,770 cars, just ten cars less than the record for the first week in October.

* * *

Shippers generally have been much interested in the announcement that Col. E. H. R. Green of New York, the son of the late Hetty Green, reputed the richest woman in the world, would soon enter the transportation field at Milwaukee. He is now negotiating with the Crosby Transportation Company, of which Fred G. Crosby is president. A deal is expected to be concluded, according to Mr. Crosby, within a few days. The facts are being withheld for the present at the request of Col. Green.

* * *

An amendment has been made to the by-laws of the Chamber of Commerce authorizing the Chamber to buy memberships from retiring members at the market price. Under the old rule the price permissible was only a proportionate amount of the surplus funds of the Chamber, obtained by dividing the

surplus by the number of members. The price of a membership in the local Chamber is now in the neighborhood of \$400.

* * *

Grain rates to Milwaukee have been reduced 1 cent per 100 pounds by the decision of the Minnesota courts. According to this court decree, the Chicago & Northwestern Railway must publish and put into effect rates on flaxseed and grain from all points on its line in Minnesota to Minneapolis, based on single line distance tariffs, notwithstanding the fact that the haul may be over two lines—the Northwestern lines connecting with the Minneapolis and Omaha Railway on through traffic. This has brought about a reduction in the grain rates to Minneapolis of 1 cent per 100 pounds and in order to keep the rates to Milwaukee on the same basis, a cut of 1 cent per 100 pounds was also made to Milwaukee.

* * *

G. A. Schroeder, Milwaukee traffic expert for the Chamber of Commerce, is much pleased at this decision and says that the action of the Minnesota courts in forcing the Northwestern road to reduce its rates to Minneapolis has made it realize the necessity of keeping Milwaukee on a competitive basis with Minneapolis. Establishing this principle is of utmost importance to the Milwaukee grain trade, according to Mr. Schroeder.

* * *

Milwaukee bank clearings are running in the neighborhood of 30 per cent to 50 per cent above last year, indicating that activity of business, grain included, is still evident.

* * *

Railroad scales at the grain elevators and malt houses of Milwaukee are being inspected. The service of the scale testing car of the U. S. Bureau of Standards was obtained through the State Department of Weights and Measures, together with the railroads of Wisconsin and the Western Weighing and Inspection Bureau. Approximately, there are 400 scales in the state, but only about 50 of them were tested at this time. The two scale testing cars, costing about \$15,000 each, will remain in Milwaukee for about three weeks on account of the importance of this point as a grain shipping center. Tests are made so closely that a variation of two ounces in a weight of 80,000 pounds can be detected. The experts in charge of the scale testing apparatus of the Government say that in some states they found errors in scales running as high as 20 per cent.

* * *

Traffic Manager Schroeder thinks that the divorce order affecting the Canada-Atlantic Transit Company and the Grand Trunk Railroad of Canada will be rescinded. He says that the order separating the railroads and the lake lines has been a failure and that lake shippers are left in a bad dilemma. Present lake rates are so high, he says, that most of the shippers are compelled to do their shipping by railroad. Mr. Schroeder was one of 50 or 60 shipping experts who went to Washington recently to make protest against the plan to separate the Grand Trunk lines and its boat connections.

* * *

The Milwaukee Chamber of Commerce is considering resuming trading in rye futures. Many members of the local Chamber have signed a petition asking that this class of trading be taken up again. President Charles A. Krause has appointed a committee of five men to look into the proposition and to induce some elevator concern to act as a "regular" for this class of business. The annual receipts of rye at Milwaukee are many millions of bushels and the city claims to be practically the most important rye trading center in the country.

* * *

Among the recent new members of the Milwaukee Chamber are George Richards, E. L. Fries, James H. McKeane and Edwin S. Mack.

* * *

Frank Barry, traffic man for the Merchants and Manufacturers' Association, was in Washington re-

cently on important shipping matters representing the Sheboygan and Madison Chambers of Commerce and other commercial organizations of the state. Mr. Barry was in Washington on matters concerning the Panama Canal Law as concerning the selling of boat line by the railroads.

* * *

On complaint of the Milwaukee Chamber of Commerce against the Milwaukee road the Interstate Commerce Commission conducted a hearing here regarding the refusal of the railroad to make deliveries from millers and maltsters to lake line docks on transit shipments. The traffic expert for the Chamber asserts that Milwaukee wants the same free delivery privileges that are accorded to Chicago and that were in vogue in Milwaukee up to a year ago.

* * *

The Wisconsin Railroad Commission has issued a circular to the railroad companies and to shippers calling their attention to the shortage in box cars and urging them to co-operate and relieve the shortage. Railroads were urged to switch cars promptly, to move and distribute cars with the greatest dispatch. Shippers are urged to load with speed and fill cars to their maximum capacity. They are also asked not to order any more cars than are immediately required.

* * *

Capt. F. H. Magdeburg, 75 years of age, a veteran of the Civil war and for many years a member of the Chamber of Commerce, died recently. Mr. Magdeburg came to Milwaukee from Germany in 1855. He dropped dead while making a purchase in a store. Mr. Magdeburg was in some of the largest battles of the Civil War, spending four years on the firing line. Mr. Magdeburg was long at the head of the Gem Milling Company.

* * *

Prof. R. A. Moore of the College of Agriculture says Wisconsin is the greatest barley state in the Union this year, because 95 per cent of the barley in the state is of the fine pedigreed variety developed at the experiment station of the College. A year ago some fields yielded 35 bushels of barley per acre and this year the yield is as high as 40 bushels, he adds.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

UNDOUBTEDLY it would be extremely difficult, if not impossible, for even the most ancient member of the breadstuffs trade to recall a time when there was so much general and widespread agitation against the high cost of all commodities, practically every staple article used either for human or animal food having moved to a higher level with the exception of hay. Naturally, wheat was the first to go materially higher, and as flour promptly followed suit it was not surprising that bakers and consumers speedily began to complain bitterly. Therefore there was soon the time honored clamor for official investigation. While there is probably not a well informed or reputable member of the breadstuffs trade who would think for a moment of hindering or putting an end to investigations, still most of them doubtless realize that in the great majority of cases there is little, if any, valid warrant for investigation.

It certainly must be clear to every person of intelligence that owing to the unchangeable laws of supply and demand prices are as often under a just and equitable basis as they are above it, and nevertheless, as already asserted, no one has ever heard of passing a law to stop a decline. There is an old claim that has become practically axiomatic that the movement of the markets is almost always similar to the swing of a clock's pendulum in that it swings as far in one direction as the other.

Naturally when supplies are heavy, values decline and when they become small they rise.

Since the war the demand has most of the time exceeded the supply, hence the average high price level. Moreover, as everyone knows, the crop of wheat was uncommonly short this season the world over. In this country we have a decrease in yield of fully 400,000,000 bushels and in Canada about 200,000,000 bushels, and besides the production was deficient nearly all over Europe and consequently the world's total is supposed to be approximately 800,000,000 bushels less than a year ago, and yet many people are surprised and making a big fuss because cost has gone up. It should also be remembered at this juncture that all other crops in this country are small. In corn, for example, there has been a decrease of over 300,000,000 bushels; in oats fully 300,000,000 bushels; in rye 8,000,000 bushels; in barley 53,000,000 bushels; while to make matters worse there was a serious shortage in potatoes, the total being only 318,000,000 bushels, or less than a year ago when the total was only 359,000,000 bushels, whereas two years ago it amounted to 406,000,000 bushels.

In a few hours, or less, December wheat broke 7 cents a bushel. It was the general contention that the market had been raided to shake out small holders. It was alleged that selling had been prompted by unfounded claims that several cargoes of Argentina wheat had been bought to arrive in this country and also that Sweden had entered the war. The latter was especially silly, but it is true that a small parcel of Argentina wheat had been booked. Of course no one heard a single word as to investigating this big decline.

* * *

Edwin Selvage, who has been associated with the grain trade since 1866, and with the elevating end of the business since 1874, was the guest of honor at a decidedly pleasant Masonic gathering early in October. At a banquet given by Commonwealth Lodge 409, F. & A. M., Mr. Selvage was presented with a gold badge of membership to commemorate the completion of his 50th year as a Mason. The card, contained in a handsome leather case, was suitably engraved and bore the seal of the lodge and the signatures of the master and secretary.

* * *

Wright S. Travis, one of the oldest and best known members of the grain, hay and feed trades on the New York Produce Exchange, has left the quarters which he had occupied for so many years at 104 Broad Street and gone to the Whitehall Building, 17 Battery Place.

* * *

Arent Claessen, importer of foodstuffs and other commodities at Reykjavik, Iceland, spent several days recently on the floor of the Produce Exchange, being introduced to the trade by George A. Zabriskie, the genial agent of the Pillsbury Mills. Mr. Claessen's errand was two-fold. In the first place, he had to dispose of the ship's cargo of herring, which could not be shipped to Copenhagen as ordinarily, because of the war. Besides that he had to secure the return cargo. This was soon arranged and consisted of 6,000 sacks of flour, about 3,000 sacks of cornmeal, 3,000 packages of oatmeal, and about 300 tons of groceries, etc. Two more steamers are expected here with herring cargoes; one this month, and one in November, and both of them, it is believed, will take back similar cargoes of foodstuffs.

* * *

A. J. Merigold of Boston, Mass., was introduced to Produce Exchange members recently, having come here for the purpose of buying low grades of wheat, for feeding purposes, mainly for distribution throughout New England.

* * *

Alfred D. Martin, for many years an active and popular member of the local grain trade, but now a member of the firm of Bartlett, Frazier & Co., the big commission house on the Chicago Board of Trade, was in the city for a few days recently and was cordially greeted by his many old friends and

associates on the Produce Exchange. Mr. Martin is convinced that wheat prices will eventually go to much higher levels as the remarkable deficiency in the world's production becomes more generally realized.

* * *

John F. Hammers of John F. Hammers & Co., grain and feed dealers of Boston, Mass., received a cordial welcome recently from grain men on the Produce Exchange where he had a branch office temporarily. Mr. Hammers had just returned from a trip to the Pacific Coast and as his route lay along the Canadian border he had an excellent opportunity to investigate spring wheat conditions on both sides of the line. In the main he found conditions poor and is of the opinion that hardly any good seed wheat will be obtained. He found a pleasing exception, however, in Montana where farmers had planted a larger area and had been successful in securing a good crop of excellent quality.

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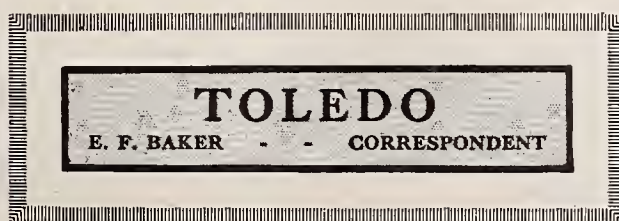
George N. Reinhardt, an old and popular member of the local hay trade, with headquarters in the Bronx, returned to his post on the Produce Exchange recently, after an absence of slightly over a month. Mr. Reinhardt had been ill most of that time, but is now recuperating rapidly and was warmly congratulated upon his improved appearance.

* * *

It was announced on the Produce Exchange recently that Hubert D. Burbidge had resigned his membership. Mr. Burbidge had been acting as representative here for the old Liverpool grain house of Ross T. Smythe & Co. and it was assumed that his return to England had been brought about by the fact that his son, Lieutenant Churchill Burbidge of the East Yorkshire Regiment, had been killed in action. The sad news of young Burbidge's death, as well as the loss of several others in the British grain trade, was published in the *Liverpool Corn Trade News* and was received with much sorrow by members of the local trade.

* * *

The large trading floor of the New York Produce Exchange has been unusually crowded recently owing to the presence of several score of grain dealers from all over the country, who took advantage of the opportunity to visit this city after attending the annual convention at Baltimore. Among those present were the following from Chicago: E. A. James, G. E. Booth, Edward F. Thompson, A. B. Harlan, H. A. Rumsey, J. W. Radford, F. S. Lewis, L. Richards, H. Gale, H. J. Patten, and E. L. Merritt. From Indianapolis: E. K. Sheppard, P. M. Gale, and R. S. Perry. From Toledo: R. P. Lipe, E. H. Martin, J. W. Young and Fred. Mayer. From Milwaukee: A. R. Taylor, A. C. Shaw and E. J. Grimes. From Minneapolis: H. F. McCarthy. From Duluth: E. M. White.



AN UNUSUAL amount of traders have been visiting 'Change for some weeks past, owing to the unusual conditions, the high prices and the business possibilities entailed by a market which may be swung from extreme to extreme within a few hours. Spring wheat men have been frequent visitors, making an effort to dispose of their sample wheat. Local millers are pretty well filled up and elevators have about what they can handle. Stocks were reduced to some degree last week but not enough to make any considerable difference.

* * *

W. E. Gest, a Defiance grain dealer, suffered from a fractured wrist recently. He was cranking an automobile when the accident occurred.

The Milton Grain & Stock Company Elevator at Milton Center was burned to the ground, September 27. The blaze was first discovered in the boiler room of the elevator at 8:30 in the evening. The elevator was entirely consumed together with 10,000 bushels of oats, 1,000 bushels of wheat, 1,000 bushels of corn and 500 bushels of barley. The loss will reach \$20,000, only partially covered by insurance. A heavy rain was in progress at the time and this is said to have saved the town, as cinders from the burning elevator fell thickly upon the roofs of nearly all the business houses in the town.

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Reports from Hancock County indicate that the largest wheat acreage sown in that section in years will be planted this fall, owing to the present high prices of wheat and flour. Corn has for years been given precedence over wheat by farmers in that vicinity.

* * *

Fred Mayer and Fred Jaeger, of J. F. Zahm & Co., entertained their entire office force and many members of 'Change, recently, at an all-day golf party at Inverness Club. A big steak dinner was served at the noon hour "in the good old-fashioned way." Golf was played throughout the morning and afternoon and everybody had a fine time.

* * *

Announcement has been made of the enlargement and repairing of the big grain elevator of Rosenbaum Bros. at Sandusky. It is said that work will be started as soon as the architect's plans are approved, and the improvement will cost in the neighborhood of \$250,000. Part of the appropriation will be applied to channel dredging costs as a deeper channel is required for the new and large grain boats plying the Great Lakes. But one grain boat was able to make the Sandusky port this season on account of the channel conditions.

* * *

Charles E. Cameron, said to be the oldest grain buyer in Toledo and to have purchased more grain than anybody in the Middle West, died at his home in Toledo recently. His death followed an illness of two months. He is survived by a widow and one son. Mr. Cameron had been an employe of the Churchill Grain & Seed Company for the past 17 years, but resigned about six months ago. He was aged 73 years and went into the grain business in the early 70's.

* * *

The referee in the United States Court of Toledo has made the charge that W. O. Risk, a former LaRue, Ohio, miller, who filed voluntary bankruptcy application on May 15, 1914, concealed from creditors assets amounting to \$2,533.94. Insurance moneys for the loss of his mill by fire and the sale of certain junk and other materials, said to have been received by Risk, are charged in the amount alleged to have been concealed. The referee asks that the amount be paid at once. Risk has filed a petition to review the order of the referee.

* * *

A. Mennel, president of the Harter Milling Company, has won the title of "the Globe Trotter of 'Change." He is planning another extensive trip following the holidays which will take in Japan and China, Australia, the Philippines, Siam and India. He has a brother who is a missionary on the Samoan Islands and he expects to pay a visit to this point as well.

* * *

Frederick B. Shoemaker, a well known retired grain dealer, died recently, leaving an estate valued at \$1,000,000. Mr. Shoemaker survived his wife but a few months, she having died in February. He was aged 71 years. He had resided for several years at Rock Ledge in Wood County. Mr. Shoemaker had also been a prominent banker and held positions of trust with several Toledo banks at the time of his death. His will provided generous funds for three Toledo institutions—the Matthew Shoemaker fund for the Toledo Hospital; the Frederick B. and Kate L. Shoemaker fund for the Toledo Museum of Art and the Catherine B. Shoemaker fund for the old Ladies' Home.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THE motor barge line from this city to New York, by way of the Delaware and Raritan Canal, making the traffic trip in 14 hours, and which started in with excellent prospects some time ago, recently struck an apparent insurmountable obstruction. It is said that several railroad companies controlling most of the landings along the river fronts, sat down on this style of competition with a thud, and the barge company has gone out of business, for the present at least.

Charles F. Saunders, at one time associated with the well-known shipping firm of Peter Wright & Sons, and who was secretary of the Commercial Exchange during 1904-5, has returned to Pasadena, Cal., where he has resided for some years past. He was entertained by Frank L. Neal while here, and had the pleasure of meeting old acquaintances on the grain floor.

William H. Donahue, who for 34 years was an active member of the Commercial Exchange and was engaged in the flour and grain trade at 407 Noble Street, has announced his retirement from business.

A disastrous fire entirely destroyed the store and warehouse of David McMullin, Jr., at 2111-2119 North American Street, entailing a loss of \$20,000. The buildings were bountifully stocked with hay, straw, feed and grain, which was totally consumed. Two firemen were severely injured while endeavoring to put out the blaze, and four horses were rescued when the fire was first discovered. A spark from a bonfire near the buildings, started by some boys, now is claimed to be the origin of the conflagration. Mr. McMullin has been a member of the Commercial Exchange since 1906.

Some of the big bakers whose firms are members of the Commercial Exchange are importuning the Congressmen from the city and state to secure a United States Government embargo on all export wheat and flour until the foreign war is over, the idea being to keep all of these American products here for the domestic trade and use. The grain exporters at this port will make a vigorous contest against this proposition, if the embargo application succeeds in making any headway.

The German submarines of late have torpedoed several grain vessels that have been plying from this port to foreign shores.

There has been much complaint of late by new steamship lines that they have found it impossible and unprofitable to secure terminals here, inasmuch as the established ship lines, having sailings from this city are given free wharfage privileges by the railroad companies. They claim all newcomers will be obliged to pay from 20 to 50 cents per ton as docking charges, and it is said that as the principle practically covers the rebate discrimination, the whole matter will be brought up for adjustment before the Interstate Commerce Commission.

In these days of promptness in business and rapid transit, a business communication covering an order for flour, feed or grain as to price and acceptance and delivery depends greatly on the quickest manner of notification and service, with the least delay invariably fatal. As a remarkable counter-instance it may be noted that a letter from an old patron living near here was recently delivered after being 57 years in the mails. It was addressed to a well-known flour merchant of this city, who is now dead, and reached his son, who is a prominent broker in grain and feed here.

A. G. Hines wrote to E. A. Edenbourne, who kept a flour store at Fifth and Vine Streets, dated March 28, 1859, from Willow Grove, Pa., a village 15½ miles north of Philadelphia, now known as a great summer pleasure resort.

The letter was delivered among the daily morning mail to Harry M. Edenborn, a surviving son, on Saturday, September 30, 1916, with the Philadelphia postoffice mark "Received September 29, 1916," at his headquarters, 486 Bourse, where he has been engaged as a grain and feed broker, and been a member of the Commercial Exchange since 1888. During this period the missive might have passed around the world a number of times. The envelope is of the dark, old style; the 3-cent postage stamp, a brown one. On the reverse of the envelope is an oblong blue label, with this inscription: "Officially sealed, United States of America." Where the letter has been these long years no one knows, and Harry Edenborn is being besieged by "moving picture" men and magazine writers, and whether he can claim damages for the delay is being looked up.

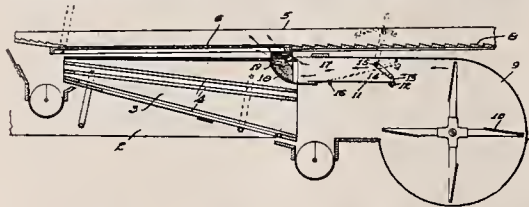
GRAIN TRADE PATENTS

Bearing Date of September 19, 1916

Feeder for Corn Shellers.—Henry B. Hardyk, Jr., Armour, S. D. Filed July 13, 1915. No. 1,198,438.

Grain Separator.—Herman Marschel, Buffalo, Minn. Filed November 29, 1915. No. 1,198,863. See cut.

Claim: The combination, with a vibrating chaffer and a sieve shoe arranged beneath the same and sieves mounted in said shoe, of a fan casing having a throat for directing the blasts of air through said shoe, a de-

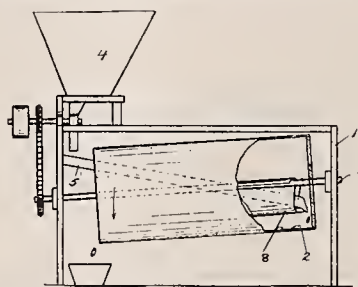


flector mounted to vibrate with said chaffer and means mounted in said throat and co-operating with said deflector to direct a portion of the air through said chaffer, and a portion through said shoe, or substantially all of the air through said shoe.

Bearing Date of September 26, 1916

Seed Separator.—Otto F. Beythan, Freeland, Mich. Filed February 12, 1916. No. 1,199,231. See cut.

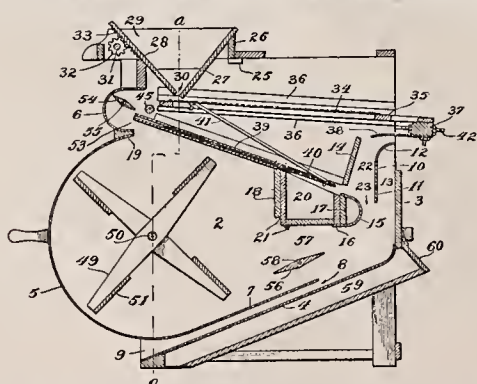
Claim: In a bean picking machine, the combination of a revoluble inclined cylinder, a lining in said cylinder having a slightly frictional surface, a flexible apron loosely suspended within said cylinder and extending



lengthwise thereof, the lower surface of said apron being in proximity to the frictional lining of the cylinder, and means for introducing beans into the elevated end of said cylinder in advance of said apron.

Wheat Fan.—Philip Morris Creter, Coshocton, Ohio. Filed September 15, 1914. No. 1,199,667. See cut.

Claim: A grain fan comprising a casing, a screen movably mounted therein, means for reciprocating the screen, a drawer located in the casing below said

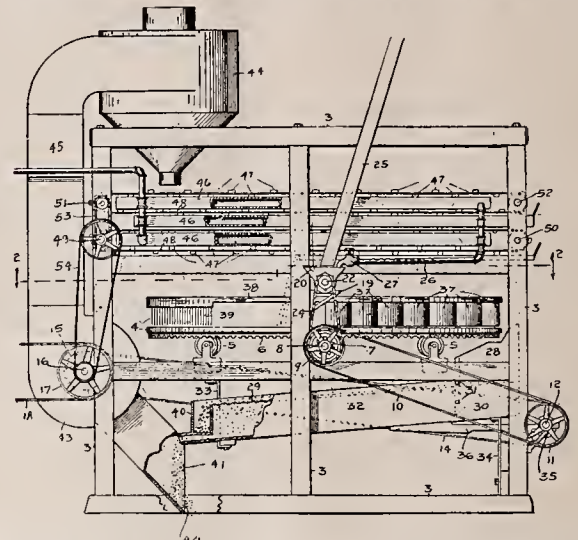


screen, a fan journaled in the casing, a chute located in the casing between the screen and the fan and inclined downwardly toward the drawer with its lower edge above the side of the drawer, a screen slidably

mounted under said chute and in close proximity to the same and having an end portion projecting beyond the lower edge of the chute and extending over the drawer, means operatively connecting said screens together whereby they reciprocate simultaneously, and a drum arranged to discharge a blast of air from the fan under the first mentioned screen and over the said chute and along that end portion of the second mentioned screen which extends over the drawer.

Seed Recleaning Machine.—Shirl Herr, Crawfordsville, Ind. Filed January 24, 1916. No. 1,199,549. See cut.

Claim: In a machine for separating mucilaginous seed from others, means for moistening seeds, means for drying an absorbent material, means for thereafter separating the resulting product to obtain the non-muci-



laginous seeds and means in proximity to and interposed between the drier and the separating means, having means for positively and thoroughly mixing the absorbent material and the moistened seeds.

AN IMPORTANT DECISION

A great deal of interest has been centered in the cases which have arisen out of the tidal wave destruction of property at Galveston last fall. One question which has had to be decided in the Courts was whether or not the shipper of grain to Galveston must stand the loss or whether the buyer who had paid drafts on shipments should be liable for loss.

The first case involving this important question was decided by Federal Judge E. R. Meek in the case of the *Oklahoma City Mill & Elevator Company vs. The Pampa Grain Company* at Amarillo, Texas, September 30. Judge Meek took the case from the jury and ordered the Pampa Grain Company to pay back \$10,200 to the plaintiff, The Oklahoma City Mill & Elevator Company, for wheat which had been shipped to Galveston, and which was lost in the flood.

All of the wheat concerned in these cases—and they are numerous—was sold Galveston weights and grades. The defendant in this case took the position that inasmuch as the draft on the grain had been paid for, that the grain therefore, was the property of the buyer, but the plaintiff in the case who won, took the position that although the draft had been paid on the grain, it had not, as yet, been graded nor weighed, and therefore, it was still the property of the shipper when it was received at Galveston and destroyed by water.

A NEW concrete grain elevator with a capacity of 40,000 tons is being erected at Hull, England, one of the principal British grain ports. The elevator will have 288 bins; six traveling ship elevators of the bucket type; six telescopic portable elevators. The total elevating capacity will be 1,200 tons per hour, power furnished by electric motor. Weighing and cleaning apparatus of latest design will be installed.

THE trade press in England has been concerning itself recently with claims for record discharges of grain cargoes. A correspondent in Naples, Italy, first made the claim to a world's record when a vessel at that port discharged 7,205 tons of wheat in 34¼ hours, or at an average rate of 210 tons per hour. This brought out denials and statistics. The *Gadsby* discharged 4,900 tons of wheat in 17 hours at London, the average being 288 tons per hour. This, it was claimed, had been exceeded at British ports. Can any reader tell what the American record for unloading a vessel is?



ILLINOIS

A new elevator is under construction at Galva, Ill. Reports state that Alvin Frels will engage in the grain business at Hillsdale, Ill.

A new 35,000-bushel grain elevator has been completed at Lick Station near Chatham, Ill.

The Lipsey Grain Company of Lipsey (mail to Mattoon), Ill., has sold out to Ernest Orndorff.

An electric motor has been installed in the plant of the Farmers Elevator Company at Gridley, Ill.

The Bruce Grain Company's business at Marseilles, Ill., has been bought by Frank McCormick.

Capitalized with \$10,000, the Harvard Farmers' Co-operative Association was organized at Harvard, Ill.

The proprietors of the new elevator at Blackstone, Ill., are covering their plant with galvanized siding.

Extensive improvements are to be made on the elevator property of the Lovington Grain Company, Lovington, Ill.

The Findlay Grain & Elevator Company are contemplating the erection of a new grain elevator at Shelbyville, Ill.

The elevator business of D. H. Currey & Co., located at Mason City, Ill., has been bought by Raymond McCreary.

Under the name of the Cairo Elevator Mill Company, the Miller & Pryor Company of Cairo, Ill., has incorporated.

A new addition has been built to the elevator of the Hastings-Stout Company at Cairo, Ill., to be used for shelling corn.

Milar Byrne has taken the place of Robert Eaton in the elevator located at Broadwell, Ill., which recently changed hands.

W. E. Booth & Son and Emil Samuelson's elevators located at Osco, Ill., have recently been purchased by M. E. Roberts.

A 35,000-bushel grain elevator is to be constructed at Murrayville, Ill., by the Farmers' Elevator Company. The contract has been let.

The Farmers' Union at Shawneetown, Ill., which recently bought the Holt & Gale Bros. Elevator, has started active business operations.

Half interest in the grain business of C. A. Davis at Moweaqua, Ill., has been taken over by G. Housh Company to operate as Davis & Housh.

William C. Calhoun is to rebuild his elevator at Franklin, Ill., which burned not long ago. The new structure will be modern in every detail.

The capital stock of the Agnew Farmers' Elevator Company, operating at Agnew (mail to Galt), Ill., has been increased from \$5,000 to \$10,000.

C. E. Davis has sold an interest in the South Side Grain Elevator at Tuscola, Ill., to M. Wells of Arthur. The firm will now be operated as Davis & Wells.

The interest of Bader & Co., in the Dole Elevator at Prairie City, Ill., has been sold to a Table Grove concern, who will operate as the Prairie City Elevator Company.

A new farmers company has been organized at Stronghurst, Ill. The concern has purchased the property of W. H. Perrine Company and has taken charge of same.

Until its new office is completed and the new scales installed, the Lewis Grain Company of Marseilles, Ill., is located at the office of the Halligan Grain Company.

It is probable that the Minier Grain Company of Minier, Ill., will build a new grain elevator in the near future. The matter has been referred to a committee of stockholders.

W. M. Myers, who recently sold his elevator at Kenney to Mr. Hubbard of Mt. Pulaski, has purchased the elevator of L. J. Kaiser at Maroa, Ill., and took possession on October 1.

The old building of the Consumers Fuel & Feed Company, operators of elevators throughout Illinois, at Galesburg, Ill., is being torn down and will be replaced by a new one of fireproof construction.

Negotiations were recently concluded transferring the ownership of the four elevators of Twist, Lewis & Co., in Island Grove (no p. o.), New Berlin, Bates (no p. o.), and Prouty (r. f. d. Loami),

Ill., to N. C. Twist of New Berlin. The purchase price was \$45,000.

Capitalized with stock of \$15,000, the Melvin Farmers' Grain Company was organized at Melvin, Ill. The incorporators were: Herman Dienelt, T. C. Dewall, Henry Arends, J. R. Crawford and J. Adam Ruppel.

Jones & Weathers are interested in the erection of a 100,000-bushel elevator at Ridge Farm, Ill., costing \$15,000. Until the new plant is completed, the company will use temporary bins. Frank Jones will be in charge.

The 3 Americas Construction Company of Chicago, Ill., has the contract from the Farmers' Co-operative Company of Colfax, Ill., for its new elevator, office buildings, scales, etc. The capacity of the plant will be 40,000 bushels and will be equipped with a five-ton registering beam scale and a 2,250-bushel per hour automatic scale. The power will be furnished by a 20-horsepower gasoline engine. It is expected that construction work will be completed by December 1.

OHIO AND MICHIGAN

Flynn & Neely are conducting a grain and produce business at Gladwin, Mich.

A grain elevator is under course of construction at Carney, Mich., by Jule Duquaine.

V. E. Herter & Co., of Dayton, Ohio, are contemplating building a new grain elevator.

The elevator at Bells Siding (Circleville p. o.), Ohio, has been taken over by C. E. Sears & Co.

Construction work has been started by Fred S. Lockwood on a new grain elevator at Portland, Mich.

Arthur Weidenger & Son of Mt. Sterling, Ohio, will probably build a grain elevator at Chillicothe, Ohio.

J. M. Pence of Ansonia, Ohio, now owns and operates the elevator business of O. W. Cook at Maplewood.

A farmers elevator company is being organized at Albion, Mich., and will either build or buy an elevator.

Frank Nowlin has plans under way for building a 6,000-bushel addition to his elevator located at Eckford, Mich.

The capital stock of the Omer Mill & Elevator Company of Omer, Mich., is to be decreased from \$36,000 to \$18,000.

A site has been secured at Shelby, Ohio, by the Shelby Equity Exchange on which it will build a new grain elevator.

The Beaverton Co-operative Produce Company of Beaverton, Mich., will, in the near future, erect a modern elevator there.

The Farmers' Equity Union of Ashland, Ohio, has purchased a site and will erect a new grain elevator on it in the near future.

E. F. Cool & Co., elevator operators at Clarks-ville, Mich., have equipped their plant with a cleaner for beans and wheat.

The new grain elevator at Clinton, Ohio, has been completed and put into operation. Mr. Keyes is the proprietor of the new plant.

The interest of C. H. Niggeman in the Coleman Elevator Company at Coleman, Mich., has been sold by him to other stockholders.

The Hemlock Elevator Company of Hemlock, Mich., has been reorganized and incorporated. The capital stock has been increased to \$36,000.

A new elevator of modern fireproof construction is to be built at Bloomdale, Ohio, by L. R. Good, replacing the one which burned a few months ago.

A. A. Thayer is president and C. A. Kriete, manager of the Cavett Equity Exchange which will build a 30,000-bushel elevator on the C. M. R. R., at Cavett, Ohio.

Incorporation papers were filed by the Sixlakes Elevator Company of Sixlakes, Mich. The capital stock of the concern amounts to \$15,000. W. H. Wallace, John Ryan, George B. Morley and others are interested.

The Rosenbaum Bros. have made plans for the erection of a new addition to their elevator at Sandusky, Ohio. The general plans call for an enlargement of the elevator proper, the filling in of

the slip on the west, the construction of a marine leg on the east and some dredging in the channel leading to the property.

The charter of the Farmers' Grain & Coal Company of Whiteville (r. f. d. Metamora), Ohio, has been amended, changing the capital stock from \$10,000 to \$25,000.

Zinn & Austin, who conduct a grain elevator at Galesburg, Mich., have bought a coal and lumber yard there which they will operate in connection with their elevator.

The grain elevator interests of Gale Bros.' Company at Cincinnati, Ohio, have been purchased by J. R. Stafford of Stafford Grain Company. Needed repairs are to be made on plant.

Electric motors are being installed in the elevator of T. G. Powers & Co., of Urbana, Ohio. Wheat cleaners, grain dumps and elevating machinery will be installed next spring.

The new 12,000-bushel elevator of Earle B. Slawson at Greenville, Mich., has been equipped with a 100-bushel Fairbanks Hopper Scale, a clipper cleaner, manlift and picker. An electric motor will furnish motive power.

The Burrell Engineering & Construction Company has the contract for the erection of a new 30,000-bushel elevator for the Farmers Grain Company of Haskins, Ohio. The plant will be of cribbed construction and operated by steam.

J. F. Herriott's elevator at Arnold (Plain City p. o.), Ohio, has been taken over by the Spurrier Bros. of Marysville. A new gasoline engine will be installed. The new proprietors will equip the elevator to handle grain, hay, feed, etc. J. W. Cunningham has been engaged as manager.

THE DAKOTAS

Chas. Toucuk will build a new grain elevator on his farm at Miller, S. D.

The J. T. Scroggs Elevator situated at Canova, S. D., has been closed down.

Improvements are to be made on the Farmers' Elevator located at Neche, N. D.

Repairs have been made on the Farmers' Elevator at Ransom (p. o. Cayuga), N. D.

Work has been practically completed on the new farmers' elevator at Sherwood, N. D.

Probably the Bath Equity Exchange of Bath, S. D., will erect a new grain elevator this year.

The Bingenheimer Mercantile Elevator located at Timmer, N. D., has been put into operation.

An addition has been erected to the Farmers' Grain Company's elevator at Devils Lake, N. D.

An addition has been built to the elevator of the Farmers' Grain Company located at Lawton, N. D.

The Occident Elevator Company will build a 40,000-bushel elevator at Felands (Sims p. o.), N. D.

The Steincroft & Rusch Elevator, located at New Leipzig, N. D., has been taken over by the Bagley Elevator Company.

The Edinburg Farmers' Elevator Company of Edinburg, N. D., has been reincorporated as a co-operative organization.

Capitalized with \$10,000, the Doyon Farmers' Co-operative Elevator Company was organized to operate at Doyon, N. D.

The Monarch Elevator at Pingree, N. D., has been purchased by Iver Rasmussen, who recently bought the Andrews Grain Company.

Dana Wright, Lewis B. Allen and J. I. Keller have incorporated the Homer Farmers' Elevator Company to operate at Jamestown, N. D.

Operations have been started in the new elevator at McLaughlin, S. D. The plant is of modern construction and of 15,000 bushels' capacity.

A new addition, to be used as a feed and flour warehouse, has been built to the plant of the McVile Grain & Milling Company of McVile, N. D.

The Adam Faris Elevator, located at Beach, N. D., is now the property of the McCabe Bros.' Company of Duluth, Minn., who contemplate reopening it.

The Farmers Elevator Company, operating at Charbonneau, N. D., has been reorganized as a co-operative concern. Geo. G. Hicks is president;

Wm. Meyers, vice-president, and John Brostune, secretary-treasurer of the new organization.

The Great Northern Elevator Company of New Rockford, N. D., will rebuild its plant, which burned some time ago. Construction work has been started.

The contract has been let for the new Equity Elevator at Killdeer, N. D. T. M. Davis, O. H. Larson, John Grande and S. V. McCarthy are interested.

The Loma Grain Company of Loma, N. D., has filed articles of incorporation. The principal organizers were: T. H. Woldy, J. R. Rosholt and E. C. Woldy.

Incorporation papers have been filed for the Mayer-Tschetter Grain Company of Bridgewater, S. D., capitalized with \$50,000 stock. The incorporators are: Alex H. Mayer, Paul Tschetter and Samuel S. Glanzer.

EASTERN

A new grain plant is under course of construction by Burr & Twist at Ansonia, Conn.

An iron-clad storehouse is to be built by the Eastern Grain Company at Oldtown, Maine.

Cliff F. Gile's grain business at Newport, N. H., has been taken over by Leland W. Gile.

A. J. Mowerson & Co., of Wyckoff, N. J., are rebuilding their elevator which burned some time ago.

The grain business of Chas. A. Parkhurst Estate at Rutland, Vt., has been purchased by Elton T. Chatterton.

Thomas & Co. are planning to erect a new 15,000-bushel grain elevator, warehouse and office building at Adamstown, Md.

Contract has been awarded by the Tioga Mill & Elevator Company of Waverly, N. Y., for a new 50,000-bushel concrete grain elevator.

The Brennan Grain Company has filed incorporation papers to operate at Chelsea, Mass. The capital stock amounts to \$25,000. Wm. B. Brennan is named as principal incorporator.

MINNESOTA AND WISCONSIN

C. D. Hall has purchased an elevator at Brooks, Minn.

Hess & Gillette are the new proprietors of Moer's elevator at Lynd, Minn.

Attempts are being made to organize a farmers elevator company at Bixby, Minn.

A. G. Wells Company is making repairs on its elevator located at Wrightstown, Wis.

An addition is being built to the elevator of the Knauf & Tesch Company of Chilton, Wis.

The Dodge-Hooker Mills are making improvements on their elevator at Shawano, Wis.

The elevator of the Pettit Grain & Potato Company at Aldrich, Minn., has been opened up.

The elevator operated at Ripon, Wis., by Geo. Post has been repaired and reopened by him.

A new office building has been erected for the Farmers' Elevator Company of Delavan, Minn.

A modern elevator plant and feed mill is to be established at Neillsville, Wis., by Fred Bruley.

A new foundation has been placed under the Security Elevator, located in Young America, Minn.

An up-to-date office has been erected by the Atlantic Elevator Company operating at Alvarado, Minn.

The Blau Elevator, located at Kaukauna, Wis., has been purchased by Louis Gantter and Edward Bedat.

The elevator of the Skewis Grain Company at Mountain Lake, Minn., has been opened up for business.

The United Flour Milling Company's elevator at Sleepy Eye, Minn., has been purchased by A. Mowry of Sanborn.

The Thorpe Elevator Company of Twin Valley, Minn., has repaired its elevator and installed an electric motor.

The New Richmond Roller Mills Company of Ellsworth, Wis., has sold its elevator business to H. O. Junkman of River Falls.

A new grain elevator and cold storage plant is to be established at Baraboo, Wis., by the Johnston Fuel & Warehouse Company.

A. M. Holtan, operator of the elevator at Renville, Minn., has traded his elevator with the Nelson Bros. of Minneapolis for land.

The elevator of the Pettit Grain & Potato Company at Staples, Minn., has been opened under the management of Henry Myrin.

The Farmers Elevator Company of Huntley, Minn., will let the contract for the erection of a new grain elevator at that place.

The A. G. Wells Company has started operations in the elevator at De Pere, Wis., which it bought this summer from the Cargill Elevator Company.

The plant has been overhauled and an electric motor installed to take the place of the gas engine.

A 25,000-bushel elevator has been erected at Lucan, Minn., by the Springfield Milling Company, taking the place of the one which burned.

Necessary improvements have been made on the elevator of the Spalding Elevator Company at Alvarado, Minn., and a new dust house has been built.

The Pioneer Grain Company of St. Paul, Minn., has completed plans for the erection of a grain elevator, 44x35 feet and 74 feet high. The approximate cost will be \$12,000.

A wholesale and retail grain and hay business will be conducted by Ray Reed and Walter Mann on the elevator at Oconto, Wis., formerly owned by the Cereal Mills Company.

The elevator at Westport, Minn., which was recently purchased by the Central Minnesota Power & Milling Company from J. Borgerding & Co., is to be closed down this season.

After being closed down for a month, during which time repairs have been made, the Farmers' Elevator at Marion (r. f. d. Rochester), Minn., was reopened and put into operation.

Improvements have been made on the plant of the Farmers Elevator Company at Alvarado, Minn. A new dust house has been built, the scales have been changed and a dump installed.

Attempts are being made to organize a farmers' co-operative elevator company in the vicinity of Meriden, Minn. If the company is formed it is probable that the Campbell Milling Company's elevator will be purchased.

A new produce warehouse and grain elevator has been erected at Hancock, Wis., by the T. H. Cochran Company. The new building is on the site of the old J. F. Wiley Elevator and is 46x110 feet on 9-foot concrete foundation. Gasoline engines furnish power. The plant is equipped with Fairbanks-Morse Self-Registering Scales.

IOWA

A new elevator has been erected at Rome, Iowa. Hocum Bros. recently purchased Ed. Miller's grain elevator at Varina, Iowa.

Sanford & Lindebak have purchased the Wiener Elevator located at Algona, Iowa.

A corn crib has been put up by the Sioux Grain Company operating at Ticonic, Iowa.

The grain elevator of Wm. Lauck at Lester, Iowa, has been sold to Brammer & Brammer.

An air blast car loader has been installed in the elevator of Lamis & Hoose at Eddyville, Iowa.

The elevator and scales of the Tiedeman Elevator Company at Hornick, Iowa, has been repaired.

The erection of a new elevator at Columbus Junction, Iowa, has been started by Sprague & Weber.

Burke & Sons of Riceville, Iowa, have moved their elevator and had same overhauled and remodeled.

The Milwaukee Elevator at Arion, Iowa, has been purchased by Ahart & Co. A new engine has been installed.

Two large storage tanks are to be built, it is expected, by the Farmers Elevator Company at Blencoe, Iowa.

The new elevator of the Quaker Oats Company at Grandmound, Iowa, has been completed and put into operation.

A 10-horsepower electric motor has been installed in the elevator of the Klein Bros. Grain Company of Inwood, Iowa.

A new elevator of 20,000 bushels' capacity is to be erected at Iowa Falls, Iowa, by the Farmers' Elevator Company.

A new elevator is to be erected by H. G. Loonan at Shenandoah, Iowa, to take the place of the old one which is being razed.

The River Sioux Farmers Elevator Corporation of Little Sioux, Iowa, is pushing the work on the construction of its elevator there.

The old buildings of the Farmers' Elevator Company at New London, Iowa, are being torn down to make room for the new elevator.

A local concern has purchased the elevator at Oakland, Iowa, from Elwin F. Wentz Estate and will operate as the Oakland Grain & Coal Company.

A \$50,000 steel and concrete warehouse is to be built by the Droge Elevator Company next spring adjoining its present plant at Council Bluffs, Iowa.

Repairs have recently been made on the 5,000-bushel elevator operated at Kimball Siding (Hartford p. o.), Iowa, by the Taylor & Patton Company.

The Farmers Grain Company, recently formed at Auburn, Iowa, has been awarded the contract for the erection of a 25,000-bushel elevator at that place.

W. W. Wise is president and Fred French is secretary of the Farmers' Elevator Company of Coon Rapids, Iowa. The concern is capitalized with stock of \$5,000.

O. V. Critz of Titonka and Wm. Griffin of Riverside are the new proprietors of the elevator at Arnold, Iowa, which was formerly the property of J. P. Olsen.

The plant of the Nebraska-Iowa Grain Company of Farragut, Iowa, is being remodeled. The interior of the plant will be re-arranged, increasing the capacity of the elevator.

Rudolph Nash is president and C. D. Hexon is secretary-treasurer of the Waukon Equity Co-operative Association of Waukon, Iowa. The capital stock of the concern is \$25,000.

E. Rothchild & Co., who operate a string of elevators along the Rock Island, recently bought the elevator at Griswold, Iowa, which was formerly owned and operated by Kirchner & Wormley.

SOUTHERN AND SOUTHWESTERN

A new elevator is to be built at Butler, Okla., by Paul Zobisch.

Moore & Skipworth have erected a grain elevator at Kress, Texas.

Foster Fine will engage in the wholesale grain business at Knoxville, Tenn.

Work has been finished on the elevator of Dorchester & Sons at Chickasha, Okla.

A new elevator has been erected at Alva, Okla., by the Ball Manufacturing Company.

Livermore & Co. have leased the grain and coal business of Hounshell & Son at Altus, Okla.

New machinery is to be added to the elevator of the Bluejacket Elevator Company at Bluejacket, Okla.

The Orange Grain Company of Orange, Texas, has moved its headquarters to the Aronson Warehouse.

The Lipscomb Grain & Seed Company has its new corn handling house at Afton, Okla., completed.

A 2-story addition is being built for the Checotah Mill & Elevator Company of Checotah, Okla., to its new elevator.

It may be that a modern elevator will be built at Mobile, Ala. F. G. Blair, Harbor Commissioner, is backing the project.

The contract has been placed by the Lubbock Grain & Coal Company of Lubbock, Texas, for six additional storage tanks.

Work has been started on the construction of a new \$10,000 brick building for the Port Arthur Grain Company of Port Arthur, Texas.

New cleaners, shellers, etc., have been installed in the elevators of the Farmers' Grain Company and of N. McCafferty at Calumet, Okla.

A large grain warehouse is to be constructed by B. F. Glenn near the Weatherford Branch of the Santa Fe Railroad near Cleburne, Texas.

Reports state that the Elkin-Henson Grain Company of Meridian, Miss., will build a \$5,000 elevator on the Meridian & Memphis terminal tracks.

J. K. Hutton and J. C. Latham have organized the West Texas Grain Company of Ballinger, Texas. The concern will do a general grain business.

Capitalized with stock of \$125,000, the Atkinson & Watters Company was organized at Wilmington, N. C., to conduct a grain and grocery business.

The Sherrill Elevator Company of Haskell, Texas, is starting in the milling business in connection with their elevator interests. They will have a 50-barrel mill.

An elevator, corn mill and warehouse is being erected at Little Rock, Ark., by the J. F. Weinman Milling Company at a cost of \$40,000. The elevator will be of 50,000 bushels capacity.

At Montgomery, Ala., the Hobbie Elevator Company was incorporated, capitalized with \$50,000 to build a new elevator. H. M., R. M., J. M. Hobbie and Nonie Hobbie Vardaman were the incorporators.

The Wichita Mill & Elevator Company of Wichita Falls, Texas, is erecting a 200,000-bushel concrete addition to its elevator built two years ago. The Burrell Engineering & Construction Company is doing the work.

F. A. Moser is president; A. G. Alford treasurer and E. E. Fry, secretary of the Farmers' Grain & Supply Company of Thomas, Okla. Capital stock amounts to \$10,000. A general grain business is to be conducted by the firm.

Incorporation papers have been filed for the Archibald Produce Company of St. Petersburg, Pinellas County, Fla. The concern will engage in a general produce and commission business and deal in grain, etc. The concern is capitalized with \$10,000. President of company is Albert B. Archibald.

bald; vice-president, Catharine K. Archibald; secretary and treasurer, Frank I. Archibald.

J. Nevius has bought half interest in the mill and elevator business of J. B. Sanders at Nicholasville, Ky.

E. W. Harrison has awarded the contract for a new \$10,000 grain elevator to be built at Hereford, Texas. The storage capacity amounts to 25,000 bushels. In the spring an addition of 50,000 bushels' capacity will be put up.

The contract has been let by the Arkadelphia Milling Company of Arkadelphia, Ark., for the construction of a new 150,000-bushel grain elevator. The plant is to be put upon a reinforced concrete foundation and will consist of 12 bins, 19 feet in diameter and 75 feet high. Electric motor is to furnish the power.

CANADA

The Woodward Elevator Company is erecting a \$48,000 elevator at Winnipeg.

The Ellis Elevator at Alliston, Ont., has been taken over by Geo. H. Lawrence.

Nine elevators are being built in northern Alberta by Strong & Dowler of Calgary, Alta.

The Quinn Grain Company, Ltd., of Oyen, Alta., has been incorporated with capital stock of \$20,000.

A new line of elevators are to be established in Canada by the Cullen Elevator Company of Leeds, N. D.

John King has completed plans for the erection of a new 50,000-bushel hospital elevator at Ft. William, Ont.

The Sterling Elevator Company, Ltd., succeeds the Anchor Elevator Company, Ltd., operating at Moose Jaw, Sask.

At an approximate cost of \$100,000, the London & Port Stanley Railway may build a new grain elevator at Toronto, Ont.

The elevator located at Battleford, Sask., has been leased by Lobb & Clark. The new operators will overhaul the plant.

The elevators located at Berton and Golden Stream, Man., have been sold by P. Broadfoot of Gladstone to the Wiley-Law Grain Company.

The Brandon Grain Company, Ltd., with head offices in Brandon, Man., has been incorporated with capital stock of \$40,000. The incorporators include Wm. Peacock, David D. Robinson, Thomas C. Scott, J. J. Gibson and A. W. H. Smith.

WESTERN

A new grain warehouse has been established at Monroe, Ore.

The new grain elevator at Virginia City, Mont., has been opened for business.

H. W. Collins has installed a wheat cleaner and smutter in his plant at Pendleton, Ore.

The Fischer Grain Company has purchased the farmers' elevator located at Valier, Mont.

An office has been opened up in Burns, Wyo., by the Farmers' Grain Company of Denver.

O'Donnell Company's grain elevator at Merino, Colo., has been purchased by S. D. Ashcraft.

The Colorado Elevator & Grain Company has built a large bean elevator at Sterling, Colo.

A grain elevator is being erected at Big Arm, Mont., by the Kalispell Flour Mill Company.

Capitalized with \$10,000, the Denton Independent Elevator Company was formed at Denton, Mont.

The Laurel Milling Company of Laurel, Mont., is interested in the erection of a new grain elevator.

An addition is being built to the plant of the Pacific Coast Elevator Company at Mansfield, Wash.

An addition has been built to the office of the Grain Growers' Warehouse Company of Spokane, Wash.

The new elevator of the Norris Mercantile Company at Norris, Mont., has been opened up for business.

A 60,000-bushel bulk grain elevator is to be erected at Mansfield, Wash., by E. L. Olwell of Coulee City.

The Montana & Dakota Company has made arrangements for the building of a new elevator at Nashua, Mont.

A new grain elevator is to be constructed at Williams, Mont. The capacity of the plant will be 35,000 bushels.

At Louisville (mail Helena), Mont., a new grain elevator is being built by the Montana Central Elevator Company.

An elevator is being built by J. A. Muir of Wilbur, Wash. The plant is to be used to load bulk wheat into cars.

The Equity Exchange Company of Burlington, Colo., has started operations in its new elevator. The plant is of 25,000 bushels' capacity and equipped with Richardson Automatic Scales, dump scale, manlift, cleaner, rope drive, ring oiling boxes

and modern grain distributor. The concern also has an iron-clad warehouse to be used for storing flour and cement.

Farmers in the neighborhood of Farmington, Mont., are interested in the erection of an elevator at that place.

The Equity Co-operative Association located at Flagler, Colo., is planning to either lease or buy an elevator and mill.

A new elevator is to be built on the Great Northern right-of-way at Wolf Point, Mont., by the American Society of Equity.

The grain department of the Conrad Mercantile Company, Conrad, Mont., has been purchased by the Johnson Grain Company.

A 40,000-bushel elevator for handling grain in bulk has been installed at Reubens, Idaho, by the Tri-State Terminal Warehouse Company.

The Progressive Farmers' Club of Welliver is interested in the building of a new grain elevator at Archer, Sheridan County, Mont., costing \$6,000.

Six large storage tanks are to be built for the Twin Falls Mill & Elevator Company of Twin Falls, Idaho, increasing the capacity by 200,000 bushels.

The contracts have been let by the International Elevator Company for the erection of two 30,000-bushel elevators at Enid, Burnham and Richey, Mont.

Articles of incorporation have been filed for the Coffee Creek Independent Elevator Company of Coffee Creek, Mont. The capital stock of the concern is \$10,000.

A new grain elevator of 200,000 bushels' capacity is to be built by Henry Thompson of Dell, Mont., on his farm for his private use. The elevator will cost nearly \$5,000.

The Farmers Union Grain Agency of Pendleton, Ore., has placed its contract with the Burrell Engineering & Construction Company for a 100,000-bushel concrete grain elevator.

The Milwaukee Elevator Company has changed its name to the Milwaukee Grain Elevator Company and has removed its head office from Tacoma, Wash., to 553 Colman Building, Seattle, Wash.

Work has been completed on the new elevator of William O'Laughlin at Baker, Mont. The plant has a capacity of 25,000 bushels of grain and is also equipped with warehouse and coal bins.

The contract has been let for the erection of a new 40,000-bushel modern grain elevator for the Poplar Equity Elevator Company of Poplar, Mont. Besides the elevator will be a warehouse 20x30 feet adjoining the elevator proper.

Farmers in the vicinity of Kevin, Mont., are interested in the building of a new Equity elevator there. N. Morton was elected president; Tom Anderson, vice-president, and Harry Harte, secretary and treasurer of the organization.

Incorporation papers have been filed for the Dixon Milling & Power Company with headquarters at Dixon, Wyo. The capital stock of the concern is \$10,000. The company will deal in grains and produce power for lighting. The directors of the company are: H. D. McSwain, M. J. McCune, W. C. Beeler, D. C. Jones and E. W. Reader.

INDIANA

Wm. Lauson has established a grain elevator at Chase, Ind.

Improvements are to be made on the Kinder & Thomas Elevator at Wilkinson, Ind.

A. E. Betts & Son are erecting a new office and installing new scales at Forest, Ind.

W. D. Wilson & Co. have purchased the elevator at Lafaz, Ind., and have remodeled it.

An automatic scale and manlift is being installed in the elevator of J. S. Sellers at Crawfordsville, Ind.

W. H. Isenhour and W. L. Holaway's elevator at Fountaintown, Ind., has been taken over by W. D. Springer.

The elevator and mill owned by the Naber Milling Company at Jonesboro, Ind., has been leased by W. R. Brock of Fairmont.

The elevator and grain business of W. L. Leiter at Rochester, Ind., has been turned over by him to his sons, William and Fred.

A site has been secured by the Columbus Farmers' Elevator Company of Columbus, Ind., upon which it will build a new elevator.

Jas. R. Barr and Samuel W. Gaunt have succeeded Wilson-Barr Company in the grain business at Earl Park, Ind. S. W. Gaunt purchased Will W. Wilson's interest.

Work has been completed on the new elevator near Indianapolis, Ind., which is to be used as receiving station for H. E. Kinney Grain Company and Urmston Grain Company. The elevator has four legs of maximum carrying capacity of 8,000 bushels per hour and a storage capacity of 150,000 bushels. A drier of 12,000 bushels' per day capacity

has also been installed. Two sets of Fairbanks Scales and two unloading tracks are included in the equipment.

An elevator 70 feet high is to be established at Packerton, Ind., by the Farmers' Elevator Company. The plant will contain 10 large bins and be equipped with up-to-date equipment.

Contract has been let by the Boggstown Grain & Supply Company of Boggstown (r. f. d. Fairland), Ind., for a 15,000-bushel elevator. The old elevator has been dismantled and lumber will be used in new plant.

Schultz & Bump of Keenesburg, Ill., are having their elevator at Skelton (r. f. d. Mt. Carmel, Ill.), Ind., remodeled and overhauled by the Burrell Engineering & Construction Company. It will have a capacity when completed of 20,000 bushels.

MISSOURI, KANSAS AND NEBRASKA

Reports state that farmers will build a new grain elevator at Tipton, Mo.

A new elevator has been completed at Campus, Kan., by R. G. Murphy.

A new 18,000-bushel elevator plant has been completed at Gladstone, Neb.

A Farmers' Equity Union Elevator is to be built, it is said, at Dresden, Kan.

A new elevator is being built for the K. O. R. Land Company of Gibbon, Neb.

A new elevator is to be erected by the Pratt Grain Company at Plains, Kan.

Keyes & Son's new elevator at Krakow, Mo., is now completed and in operation.

E. T. Denton has purchased the elevator at Wathena, Kan., from Joe Pauley.

The new grain elevator of C. T. Sykes at Murdock, Kan., is nearing completion.

A new elevator is to be put up at Concordia, Kan., by the Farmers' Elevator Company.

The Townley Manufacturing Company of Townley, Mo., has erected a new elevator.

An elevator is being erected on a farm at Mullinville, Kan., by Wm. D. Campbell & Son.

A new concrete elevator is to be erected at Malden, Mo., by Matthews & Stubblefield.

Henry Roberts of Kennard, Neb., is succeeded by the Farmers' Grain & Lumber Company.

The Farmers' Grain & Livestock Association succeeds Pershing & Jewett of Chappell, Neb.

The F. C. Krotter Company is interested in the erection of a new elevator at Beverly, Neb.

The Sikes-McMullin Grain Company of Sikeston, Mo., has opened up its elevator for business.

Construction work has been started by August Steckelberg on his farm near Plymouth, Neb.

Half interest of C. H. Brown in his grain business at McCook, Neb., has been sold to N. T. Nelson.

A new office building is being erected by the Greensburg Grain Company of Greensburg, Kan.

The Max Elevator has been purchased by the Benkelman Equity Exchange of Benkelman, Neb.

A new warehouse, 25x50 feet, is to be erected by the Kismet Equity Exchange of Kismet, Kan.

The Vincent Elevator Company of Omaha, Neb., has bought the farmers elevator at Kearney, Neb.

The elevator of the J. F. Westrand Company at Pender, Neb., has been sold to the Farmers' Union.

New wagon scales have been installed in the plant of the Farmers Elevator Company at Phillips, Neb.

An addition is being built to the elevator of the Crowell Elevator Company located at Cornlea, Neb.

C. W. Dial has made plans for the erection of a grain elevator at Cleburne, Kan., in the near future.

Interest in the Snell Mill & Grain Company at Clay Center, Kan., has been purchased by Geo. W. Hanna.

A new elevator will be erected next year at Altamont, Kan., by the recently formed farmers elevator company.

The Stevens-Scott Elevator at Cleveland, Kan., has been taken over by the Kansas Milling Company of Wichita.

Capitalized with stock of \$15,000, the City Mill & Elevator Company was formed to operate at Mound City, Kan.

Farmers Co-operative Grain Company was formed at Lyons, Neb. The concern's capital stock amounts to \$25,000.

The A. B. Wilson Elevator located at Julian, Neb., has been purchased by the Farmers' Union Co-operative Association.

The Larabee Flour Mills Corporation has purchased elevators in Kansas, Oklahoma and Nebraska, from the Millers' Grain Company of Wichita, Kan.

FIRE S-CASUALTIES

Kankakee, Ill.—Fire damaged the feed store of John Pardy.

Harveyville, Kan.—Fire did slight damage to the elevator of Dougan & Sons.

Providence, R. I.—Fire damaged the feed warehouse owned by John D. Peck.

Benson, Minn.—Slight damage was done to the elevator of Carl N. Nelson by fire.

Rolling Prairie, Ind.—The elevator plant of David Metzger burned with loss of \$9,000.

Allison, Iowa.—Slight damage was done to the Farmers Co-operative Elevator by fire.

Greensburg, Kan.—Lightning struck the elevator of W. B. Bradley and damaged it slightly.

Denton, Texas.—With \$500 losses, the feed store of R. O. Ellichmanas was burned, on September 16.

Texarkana, Texas.—The elevator of the Plant Milling Company burned with losses aggregating \$10,000.

Eufaula, Ala.—The feed house, barns and sawmill at this point owned by H. A. Wooldridge, burned.

Solomon, Kan.—The elevator of the Kansas Flour Mill Company here gave way, spilling 1,400 bushels of wheat.

Van Wert, Ohio.—Losses of \$6,000 were sustained by the Ireton Bros., grain dealers, when their plant was burned.

Lincoln, Neb.—On September 18, the Dewitt Grain Company's building was burned. Loss amounted to \$20,000.

Priam, mail Willmar, Minn.—The Northwestern Elevator located here was burned to the ground on September 29.

West Alexandria, Ohio.—A loss of \$1,000 was sustained by P. W. Bickle & Son by fire in their feed establishment.

Hillsdale, mail Lewellen, Neb.—The People's Co-operative Grain Company's elevator was completely destroyed by fire.

Bruce, S. D.—Slight damage was done to the contents of the Hymes Elevator when that plant was struck by lightning.

Echo, Minn.—The entire elevator and contents of the Farmers Warehouse Association was destroyed when struck by lightning.

Menomonie, Wis.—On October 1, the malt house and brewery of Joseph Niedermier burned with loss amounting to \$25,000.

Wellsboro, Laporte County, Ind.—With \$15,000 losses, the grain elevator of McKinney, Rodgers & Co. was destroyed by fire.

Limly, near Packwood, Iowa.—The elevator plant of S. F. Steigleder & Son of Packwood located at Limly was damaged by fire.

Rockland, Wis.—The Davis & Wolf Elevator was unroofed during a tornado which swept across La Crosse County on September 26.

Postville, Iowa.—Severe injuries were received by Hall Roberts when he fell through a hatchway in his grain elevator at Postville.

Grand Ridge, Ill.—The grain office of C. W. Peterson was entered by a burglar not long ago, and a small sum of money taken.

Huntington, Ind.—Painful injuries were received by Al. McEnderfer, of the Weber & Purviance Elevator, when he fell down the dump chute.

Johnstown, Neb.—The elevator owned by the Johnstown Lumber Company was destroyed by fire. Loss estimated at \$3,000; insurance, \$2,000.

Norma, N. D.—The Atlantic Elevator located here was burned. About four carloads of wheat and some flour was also consumed. Plant will be rebuilt.

De Smet, S. D.—The elevator and contents of the Farmers Co-operative Association was burned on September 24. The cause of the fire is not known.

Harrington, Wash.—Part of the Seattle Grain Company's warehouse here collapsed and considerable amount of grain spilled when a floor gave way.

Moline, Mich.—Fire, starting from a gasoline engine, destroyed the elevator here with \$2,000 losses. Only a few hundred bushels of wheat were saved.

New Richmond, Wis.—The elevator and roller mills of the New Richmond Roller Mills Company were consumed by fire which, it is thought, originated from a hot-box. The loss amounted to \$250,000. The buildings and machinery were valued at

\$100,000; stock at \$150,000. The entire loss is covered by insurance.

Liberal, Kan.—The new addition to the elevator of the Probst Grain Company gave way recently and about 9,000 bushels wheat were poured on the ground.

Warrenhurst (r. f. d. Naperville), Ill.—Fire caused by spontaneous combustion caused the destruction of the feed warehouse of Cromer Bros. on September 24.

Rileysburg, Ind.—With total loss the elevator and contents owned by M. A. Current was burned on September 26. About 16,000 bushels of oats were destroyed.

Story City, Iowa.—The E. T. Erickson Elevator burned to the ground with losses of \$12,000; insurance, \$5,000. The cause of the blaze was an overheated motor.

Atwood, Kan.—Spontaneous combustion caused a fire which destroyed the Gooch Elevator and about 5,000 bushels wheat. Loss amounted to between \$12,000 and \$15,000.

Milton Center, Ohio.—The Milton Grain & Stock Company's elevator was burned to the ground. The fire started in the boiler room of the elevator and caused a loss amounting to \$20,000,

partly covered by insurance. The contents of the elevator, consisting of 10,000 bushels of oats, 1,000 bushels of wheat, 1,000 bushels of corn and 500 bushels of barley were also consumed.

Middletown, Conn.—The elevator plant of the Standard Grain Company was damaged by fire with loss aggregating \$3,500. It is thought that an overheated pulley in shaft caused fire.

Saginaw, Mich.—On October 2, the elevator owned by W. E. Laur was burned with loss of \$20,000. The building had been unoccupied for several months and the cause of the blaze is unknown.

Devils Lake, N. D.—Two thousand bushels of wheat were burned in the elevator on the farm of M. Strawhecker. The building was leased to Ed. Lam. The cause of the fire is not known.

Baltimore, Md.—G. A. Hax & Co.'s feed, grain and hay plant was damaged by fire to the extent of \$25,000. It is thought that the fire originated from spark from electric car on the elevated road nearby.

Havana, Ill.—Fire of unknown origin destroyed the grain elevator owned and operated by Frank and Chas. Borjelt together with about 75 tons hay and 800 bushels of seed wheat. Total loss is estimated at \$3,500.

Chicago, Ill.—The seven-story grain elevator of the Northwestern Malt & Grain Company was partly wrecked by fire and explosion. Four men were burned and injured and losses of about \$25,000 sustained by the concern.

Adams, Ore.—H. W. Collins and Casper Woodward lost their warehouses located here by fire. More than 100,000 bushels of wheat were stored in the Collins Warehouse, but much of it was not damaged. Most of the loss on the plant is covered by insurance.

OBITUARY

MELENDY.—Harry Melendy, a Sabetha, Kan., grain man, died there recently.

CARROLL.—Owen S. Carroll, feed dealer of Bunker Hill, Ind., died there recently.

SHEPARD.—George W. Shepard, a broker on the open Board of Trade, died suddenly in Chicago, Ill.

ANDREWS.—D. C. Andrews, a feed and flour dealer, dropped dead in his store at Herminie, Pa., aged 62 years.

DAVIDSON.—Joseph H. Davidson passed away at his home in Spokane, Wash., aged 48 years. Mr. Davidson was a wheat broker.

VAN TASSEL.—Howard T. Van Tassel died suddenly at his home in New Jersey. He was formerly of Wade & Van Tassel of New York.

CARLETON.—W. Guy Carleton, of St. Paul, Minn., committed suicide on September 29. He was engaged in the hay and feed business.

BARBER.—Edwin L. Barber, one time owner of several grain elevators in Whitley County, Ind., passed away recently at the age of 86 years.

BOBB.—Aged 72 years, Lieutenant-Colonel John G. Bobb died at Carlisle, Pa. He was formerly a member of the grain firm, Woodward & Bobb.

ALLBRITTEN.—On September 26, Geo. Allbritten, a Creighton, Mo., grain dealer, was killed in an automobile accident which occurred near Lamonte, Mo.

ANDERSON.—On October 2, heart disease caused the death of Thomas B. Anderson. He was formerly engaged in the grain and elevator business at Newburg, Ind.

FYFFE.—Pneumonia caused the death of William J. Fyffe at his residence in Highland Park, Ill. Mr. Fyffe for many years had been a member of the Chicago Board of Trade.

MAGDEBURG.—Capt. F. H. Magdeburg, president of the Milwaukee Chamber of Commerce from 1893 to 1905, dropped dead on September 27 in Milwaukee, Wis. He was former proprietor of the Gem Milling Company.

ROOT.—Apoplexy caused the sudden death of James L. Root, president of the Root Grain Company of Kansas City, Mo. He was a well-known member of the Kansas City Board of Trade and was stricken as he was about to execute an order in the wheat pit.

WILSON.—W. T. Wilson, president of W. T. Wilson Grain Company, Nacogdoches, Texas, was struck by a train on September 20 while attempting to cross H. E. & W. T. Railway tracks at Lufkin. He was rushed to Nacogdoches but, because of age

and seriousness of injuries, succumbed while on the operating table. He introduced the use of traveling grain salesmen in the state of Texas.

BASH.—On September 24, Chas. S. Bash, head of S. Bash & Co., Ft. Wayne, Ind., passed away. He was well known in National Hay Association circles.

SCHULZ.—Ben Schulz met with instant death when his automobile skidded and turned turtle near Yutan, Neb. Mr. Schulz was a grain buyer for the Updike Grain Company of Omaha, Neb. He is survived by his widow.

SAVAGE.—C. H. Savage died at his summer home at Green Lake, Wis. He acquired a fortune in the brokerage business as partner of W. H. Colvin & Co., of Chicago, Ill. Five years ago he was forced to retire from active business life because of nervous breakdown.

CAMERON.—On September 19, Chas. E. Cameron, the oldest grain buyer in Toledo, Ohio, died at his home there. Mr. Cameron had been connected with the seed and grain business at Toledo for 40 years and was, until recently, with the Churchill Grain & Seed Company.

PETRY.—Intestinal trouble caused the sudden death of John Petry, secretary and manager of the Hoopeston Grain & Coal Company, Hoopeston, Ill. He was being taken to Chicago for an operation but died before reaching that city. He is survived by his widow and seven sons.

SMITH.—F. Marion Smith, General Western Agent for the Huntley Manufacturing Company of Silver Creek, N. Y., died from heart disease on October 5 at his home in Chicago, Ill. Mr. Smith, who was 74 years old, had been connected with the Huntley concern since 1895 as Western manager. Further details are to be found elsewhere in this issue.

SPINK.—Samuel Spink died at his home in Winnipeg, Ont., not long ago. Mr. Spink was connected with the Winnipeg Grain Exchange and was its second president. At the time of his decease, he was a member of the Western Grain Standards Board. In 1882 he opened up a grain commission business, the first of its kind in the Canadian West.

FELTMAN.—On September 18, Chas. H. Feltman died at his home in Peoria, Ill. He was a grain dealer and formerly was president of the Board of Trade. In 1886 he entered the grain business at Peoria as managing partner of Peoria office of Smith, Hippen & Co. After five years he opened up a commission business of his own and has since that time been actively interested in the grain trade.

FIELD SEEDS

H. N. Antisdell is building a storage warehouse for seeds at Milford, Iowa.

Interest of W. J. Mercer in the seed and feed store in Newcastle, Ind., has been sold by him.

An incorporation permit has been granted the Harris Seed Company to operate at San Diego, Cal.

A seed warehouse and office is to be established at Parsons, Kan., by Joy & Sprague of Wichita, Kan.

Improvements costing \$1,000 have been made on the Springfield Seed Company's plant at Springfield, Mo.

Capitalized at \$2,000 the St. Louis Poultry Supply & Seed Company was incorporated at St. Louis, Mo.

A 18x36-foot building is being put up by M. R. Allsup at Maroa, Ill., to be used as seed warehouse and garage.

The Winfield Nursery Company of Winfield, Kan., has announced that it will open up a mail order seed house.

A motor-driven seed cleaning plant has been installed in the Planters Seed Company's establishment at Americus, Ga.

The Ratekin Seed Company, formerly of Shenandoah, Iowa, will move to Jefferson and take care of its mailing business from that city.

A tract of 200 acres of land has been purchased by the Morse Seed Company near Hollister, Cal. The concern will make it a seed farm.

W. H. Crossland is now with the Courteen Seed Company of Milwaukee, Wis. He has been with Northrup, King & Co., of Milwaukee for 19 years.

W. P. Wells is president and Orville Elder, secretary of the Mills Seed Company of Washington, Iowa, which recently reorganized with capital stock of \$50,000.

The charter of the Stanley Feed, Seed & Building Material Company of Sedalia, Mo., has been changed, increasing the capital stock from \$12,000 to \$15,000.

Business has been discontinued by the Garton-Cooper Seed Company of Sugar Grove, Ill. The business is being liquidated by the Chicago firm, F. S. Burch & Co.

The warehouses of W. W. Robinson at Ellensburg and Wapato, Wash., have been purchased by the E. H. Lilly Seed Company operating at Portland and Seattle.

Recent investigations by the chemists and inspectors of the South Carolina Agricultural Department have shown that shipments of seed oats into South Carolina from dealers in Texas and other Southwestern sections contain Johnson grass. The statement was made by E. J. Watson, Commissioner of Agriculture that, in the future, shipments

of seed oats into South Carolina will be made at the shippers' peril. There are at present 10 cars of seed oats standing on railroad tracks in various parts of the state pending an investigation.

M. C. Ross, L. A. Ross and Jesse D. Wall have formed the Ross Bros. Seed Company of Wichita, Kan., capitalized with \$50,000.

The Rudy-Patrick Seed Company of Kansas City, Mo., has taken out a license to operate in the state of Kansas. Frank Rudy, Kansas City, Kan., is named as director in that state.

Warnings have been sent out by the Northwestern Experiment Station at Crookston, Minn., that this year's seed grain is not desirable, and the station recommends the holding of good 1915 grain for seed next spring.

The Stricker Seed Company of Asheville, N. C., has opened its new store with a complete stock of seeds. The officers of the concern are: President, M. F. Hoffman; vice-president, Mrs. Annie D. Martin; secretary and treasurer, S. R. Adams; manager, D. P. Durban.

The seed and commission business formerly conducted by Geo. W. Stone, now deceased, at Burlington, Iowa, has been purchased by Lorenz Dehner who will operate as the Dehner Seed & Supply Company.

Grain and Seeds

SUDAN GRASS SEED WANTED

Will buy car loads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

FARM SEEDS WANTED

We are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, also other field seed. Send us samples, description, state quantity you have and quote cash price per bushel f. o. b. your station. No lot too small or too large. HYDE SEED FARMS, Pattonsburg, Mo.

SEEDS

WANTED

We are in the market for clover seed, screenings, tallings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

WE BUY AND SELL

Seeds

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St. Louis, Mo.

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the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

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Grains Seeds Provisions
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Mail Samples for Bids.

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Southern Seeds and Grasses

Oats, Rye, Barley, Vetches, Bur Clover, Natal Grass Seed. We make a specialty Fulghum Oats, Augusta Vetch Seed and Georgia Bur Clover and Natal Grass.

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VELVET BEANS and Velvet Bean Products

Analysis of Velvet Bean Meal

Protein.....	19:70
Fat.....	4:50
Crude Fibre.....	9:20
Carbohydrates.....	51:30

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Columbus, Georgia

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The **ALBERT DICKINSON** COMPANY

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Chicago

PURE SEED LAWS

Minneapolis

HAY, STRAW AND FEED

J. S. Jones has opened up a feed business at Kirwin, Kan.

W. A. Haygood will deal in grain, feed and groceries at Dallas, Ga.

A feed business has been started at Highland, Kan., by C. E. Dobson.

Howard Tolle has entered into the feed and grain business at Hillsboro, Ohio.

A feed and flour store has been opened up in Jasper, Mo., by O. H. Lawrence.

Martin Paulson has sold his feed store to P. J. Peterson of Hutchinson, Minn.

Emmet Deane has purchased the feed store of Chas. Minter at Elizabeth, Ind.

The Hall Feed & Grain Company of Buffalo, N. Y., has discontinued its business.

A new feed warehouse is being put up at Sheboygan Falls, Wis., by Fred Draeger.

The feed store of L. A. Thomas at Quincy, Ill., has been purchased by Otto F. Geers.

Clarence Butzer's feed business at Hillsdale, Ill., has been taken over by Alvin T. Frels.

A new feed business will be opened up at Dementown, near Dixon, Ill., by Law & Leake.

C. A. Parkhurst has disposed of his feed store located at Rutland, Vt., to E. T. Chatterton.

The Link Fuel & Feed Company has been formed at Oakwood, Mo., by W. Z. and A. L. Link.

Half interest in the Adams Feed Store at Caney, Kan., has been taken over by W. S. Andrews.

G. S. Campbell disposed of his Alexandria, Minn., feed and flour business to John D. McClellan.

The Cash Feed & Produce Company's store at Abilene, Kan., has been purchased by D. Theede.

W. W. Holcomb has sold his feed and fuel business at San Bernardino, Cal., to Thomas Collins.

A new feed, grain and produce store has been opened up in Las Vegas, N. Mex., by T. H. Moen.

The feed and grain store of A. W. Ransom at New Plymouth, Idaho, has been reopened by him.

Mr. Sherman has bought out Frank Ramey of Blue Valley Feed Store, located at Manhattan, Kan.

F. J. Beach Feed Store at Cottonwood Falls, Kan., has been bought by J. S. Turnbaugh of Strong, Kan.

Burr & Twist of Stevenson, Conn., are interested in the establishment of a new feed and grain warehouse.

E. C. Beckley's feed and coal business located at Osawatimie, Kan., has been purchased by S. J. Ryerson.

A co-operative feed and flour store has been opened in North English, Iowa, by farmers in that vicinity.

Frank Richards' feed and grain business has been taken over by Chas. Longcope, Philadelphia, Pa.

The Pineville Feed & Grain Company of Pineville, Ky., now occupies new headquarters in Weller Building.

A new warehouse is to be constructed at Milan, Wis., by Fred Bobbe, to be used for storing feed, flour, etc.

Jacob Henzel's interest in the Sharon Flour & Feed Company, Sharon, Pa., has been bought by Jas. E. Boyd.

On October 1, possession of the Morrall Bros. feed business at Spencer, Iowa, was transferred to A. R. Austin.

A flour and feed store is to be started in the old Laun Bros. Elevator at Glenbeulah, Wis., by Herman Froehlich.

The Osceola Mill & Elevator Company of Barron, Wis., has bought up the feed and flour business of Fred Cuthbert.

A warehouse to be utilized in storing feed and flour, is to be put up by the Farmers' Union of Robinson, Kan.

The Penn Milling Company's feed and flour business located at Oil City, Pa., has been purchased by Clyde D. Duffee.

O. H. Williams has purchased M. H. Williams' interest in the firm of M. H. Williams & Co., dealers of feedstuffs, farm implements, etc., at Barboursville, Va.

The feed and flour store conducted at Waterloo, Iowa, by Glessner & Co., has been purchased by Oliver W. and James S. Eason. The new firm will operate as the Iowa Flour & Feed Company. The

concern will handle a complete line of hay, feed, flour and grain, both wholesale and retail.

The hay and grain business of W. H. Excell at Hayt Corners, N. Y., has been discontinued by him.

C. K. Sadler, dealer in feed, fuel and supplies at Hawthorne, Cal., is interested in the construction of a warehouse, 24x90 feet.

R. D. Riedling is now engaged in the feed, hay and grain business at Louisville, Ky. He was formerly with Riedling & Bro.

Interest of Fred J. Paullus in the feed and flour business of Aldinger & Paullus at Hampton, Iowa, has been disposed of by him.

W. L. Edmundson, H. H. Ford and V. H. Borsodi have incorporated the Texas Hay Company of Houston, Texas, capitalized at \$30,000.

J. E. Schuyler and others have incorporated the Schuyler Hay Company, Inc., at Albany, N. Y. The capital stock of the concern is \$5,000.

W. Houghton Lumber Company has taken over the feed and coal business at Strong, Kan., which formerly belonged to J. S. Turnbaugh.

A large warehouse has been completed at Merrill, Wis., by the Carl Bros. The warehouse will be utilized for storage of feed, hay, flour, etc.

Negotiations have been concluded transferring the property of the Marshall & Hammel Feed Company at Appleton, Wis., to Englebert Lietken.

The feed and grain firm, McIntyre, Elston & Co., operating at Muscoda, Wis., has been dissolved. The business will be handled by the Muscoda Lumber Company.

G. H. Proffitt, W. B. Baker, C. R. Keller and others have formed the Belington Feed & Supply Company of Belington, W. Va. The capital stock of the concern is \$5,000.

At 59 Pearl Street, New York City, the Alfalfa Growers' Association has been organized to deal in farm products. The capital stock amounts to \$5,000. E. V. Evans, B. Hagstrom and W. J. Bloomingdale were the organizers.

G. M. Busse has associated himself with Frank Froemming, who conducts a feed, grain and flour business at Algoma, Wis. The new firm will operate as Froemming & Busse. The company operates elevators at Forestville, Algoma and Rio Creek.

Incorporation papers have been filed for the McMurray Bros.' Company to conduct a hay and straw business at Vincennes, Ind. The capital stock of the concern, which was organized by W. D. Coil, Frank Koester and Mathew McMurray, amounts to \$20,000.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Two good country elevators in Nebraska on the Union Pacific Railroad, located in wheat and corn belt. If you are looking for a location, either place is a fine chance to make money. N. L., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

ELEVATORS FOR SALE

LOCATION—	STATE—	CAPACITY—
Perkins	Iowa	18,000
Hinton	Iowa	22,000
Alvord	Iowa	25,000
Sioux Center	Iowa	20,000
Garretson	South Dakota	22,000
Sherman	South Dakota	40,000

These points will warrant careful investigation. Correspond with us. THORPE ELEVATOR CO., 1108 First National-Soo Building, Minneapolis, Minn.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

POSITIONS WANTED

WANTED BY ELEVATOR MANAGER

Position as manager of a grain business in an ordinary sized town. Am 33 years old; have family. Have had a college education and one year's experience in the grain business. Am a Christian; don't swear, smoke, chew or drink liquor of any kind. Can furnish A-1 recommendations. G. W. LIGHT, Wray, Colo.

MACHINERY

FOR SALE

One No. 10 Boss Car Loader. Never been used. LOCK BOX 79, Crawfordsville, Ind.

FOR SALE

Boss Car Loader (Old Style), \$20 f. o. b. cars Hicksville. BEAR GRAIN CO., Hicksville, Ohio.

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Second-hand 20-horsepower Jewell Automatic Steam Engine. Good condition. \$75 f. o. b. cars Hicksville, Ohio. BEAR GRAIN CO., Hicksville, Ohio.

ENGINES FOR SALE

Have overstock of 5, 8 and 12-horsepower Northwestern Horizontal Engines on skids or with trucks. Will make right prices to buyers desiring engines this fall. NORTHWESTERN STEEL & IRON WORKS, Eau Claire, Wis.

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FOR SALE—BURLAP BAGS OF EVERY KIND

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Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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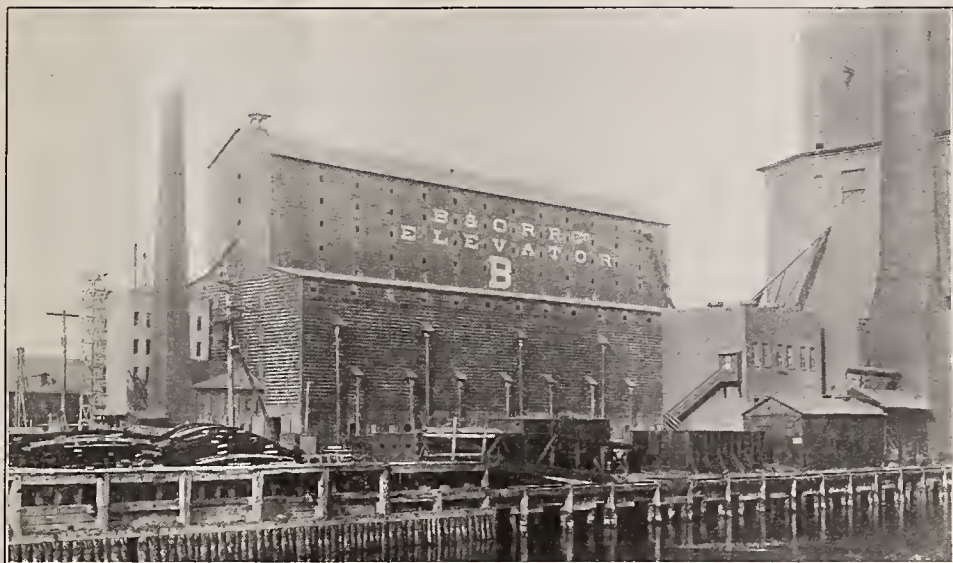
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And take contracts either for material alone or job completed. Write us for prices. We can save you money.

In connection with the Baltimore entertainment of the Grain Dealers National Association and our large business with the grain trade, growing wonderfully, we are constrained to mention a very significant fact associated with the purchase and installation of grain driers.

The official grade **"HESS DRIED CORN"**



The Hess Drier at Baltimore & Ohio Elevator B, is a duplicate (Model 1916) of the drier built by us in 1905 at Elevator A. It will handle 50 to 75 cars of corn daily; is built in three separate units, each having independent motors, fans and coils. The railroad built the housing from our plans, elevated over the tracks so cars may pass under. When the walls were up sixteen feet above the drier bottom our men and material were at hand and installation began. The drier was completed in thirty working days, despite the handicap of extra hoisting, bad weather and building construction going on at the same time. This is not unusual, but is rather the regular HESS SERVICE.

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We make, also, Hess Outdoor Grain Conditioners—Brown-Duvel Moisture Testers (glass or copper flasks).

adopted by the Baltimore Chamber of Commerce applies on inspection in a market that has transacted the largest and most profitable export business of the last year. The foreign demand for "Hess Dried Corn" has been very extensive and highly profitable to Baltimore exporters, and this demand is fully accounted for by the fact that "Hess Dried Corn" carries and keeps safely anywhere and for any length of time.

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are now recognized everywhere as standard equipment. They are specified and purchased by the largest elevator interests. Every Atlantic and Gulf Coast export market uses Hess driers. The Baltimore market indicates the position occupied by HESS DRIERS everywhere. The Western Maryland Elevator, the Baltimore & Ohio Elevators, shown here, and the Canton, Pennsylvania Railroad house to be restored immediately, and illustrated in this issue, operate more profitably because of their use of Hess Driers.

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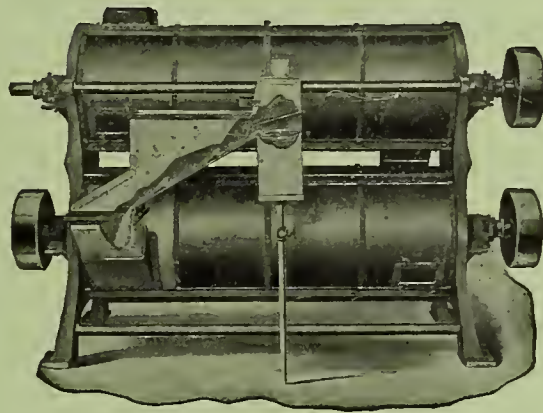
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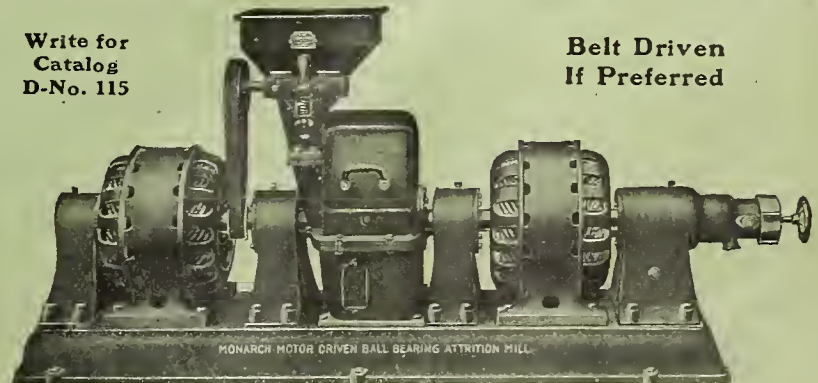
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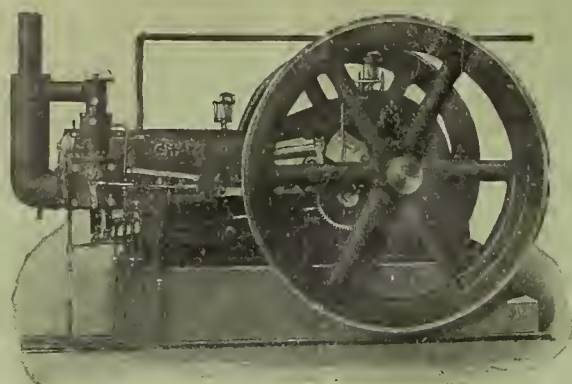
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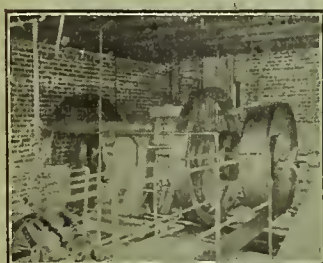
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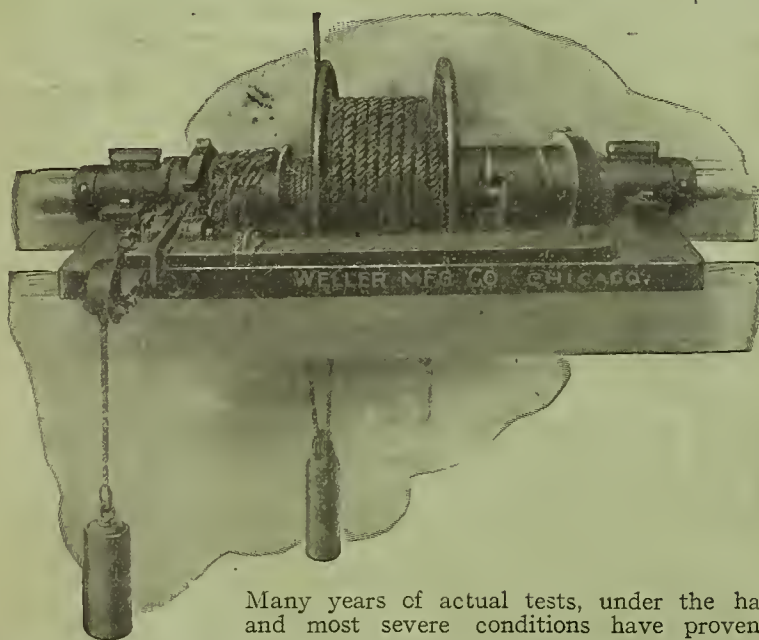
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